Greens Port completes addition of liquid barge dock

Watco’s Terminal and Port Services keep adding new features to the terminal at Greens Port Industrial Park to make it one of the premier terminals on the Houston Ship Channel. They recently commissioned a new barge dock which is part of the 24-acre terminal complex located within Greens Port. With the commissioning, the Greens Port Crude by Rail operations can load and unload barges with crude oil and condensate at a rate of 6,500 barrels per hour. The liquids barge dock is connected by pipeline to Magellan which is adjacent to Greens Port. Additionally the dock connects to 250,000 barrels of storage capacity recently constructed within the terminal which in turn is connected to a 70 railcar rack.

The new barge dock is one of many new assets coming on-line at Greens Port. This amazing facility, coupled with the dedication of Watco Team Members, is poised for significant growth for many years to come.

The new barge dock at Greens Port on the Houston Ship Channel.

Coffeyville dedicates new tank car repair building

by Tracie VanBeecelaere
Managing Editor

A new generation of the Webb family was on hand to celebrate the dedication of the new Coffeyville Tank Barn at Watco’s first mechanical shop. Camden Deao and Callie Lundy, great grandchildren of Dick Webb, Watco founder, attended the event with their grandparents, Susie and Gary Lundy and great grandma, Kaye Lynne Webb. Callie’s dad, Bubba Lundy, was also on hand to help dedicate the new Coffeyville Tank Barn to his grandfather.

The Coffeyville Team will be able to repair up to four tank cars at a time in the new Coffeyville Tank Barn.

The new barn will feature a four-car spot for repairing tank cars. In addition to the space in the building, there is track space available for 170 cars. The tank car capabilities will be an add-on to what the shop is already doing for current Customers.

The Coffeyville Team had a Town Hall meeting on March 14 which recognized their two year injury-free milestone that was reached on February 27. The Thompson Brothers Welding and Industrial

(Continued on page 3)
The Wichita State University (WSU) men’s basketball team has just accomplished something that no other team has done – ever. The Kansas team’s 35-0 record going into the second round of the NCAA tournament is one that hasn’t been accomplished before and probably won’t be duplicated any time soon. Rolling across Kansas tooting its horn for the Wichita State Shockers is one of its biggest fans, Wooo Shock, the 262,000 pound locomotive which was given the name as a play on the name of the WSU mascot, WuShock.

On March 11, Watco’s Kansas and Oklahoma Railroad (KO) introduced the GP-40-2 diesel to the Wichita community and university officials. WSU President, Dr. John Bardo, wearing his K&O ball cap, thanked the railroad for honoring the university in such a unique way.

"Wow! That’s a big Shocker," said Bardo as the locomotive rolled to a stop near the crowd that had gathered to greet the newest Shocker. "We appreciate the K&O Railroad doing this and honoring our university," he said.

Although the basketball team’s winning streak has brought more attention to the school as of late, the KO team members had been wanting to do something like this for some time.

"Everything just worked out as far as the timing went," said Jimmy Patterson, KO general manager. "Our color scheme is the same as the university so we basically just had to obtain permission to use of the WuShock and Go Shocks logos, hire a local firm to produce large decals of the logos and apply the decals to the recently painted black-and-yellow 3,000-horsepower locomotive."

As the locomotive made its first trip across the state it was greeted at many of the towns by black and gold locomotive.

Patterson said his engineer told him there were more than 75 people lined up in Great Bend, Kansas, to get a sight of the Wooo Shock locomotive pulling its first train across the central and western parts of the state.

Like the Shockers, this locomotive is unique. There are only two other NCAA schools honored with a locomotive done in official school colors and logos in Watco’s locomotive fleet. Pittsburg State University (Pittsburg, KS) and The University of Alabama (Tuscaloosa, AL) are the other two schools that have been recognized with locomotives in their honor.

"I don’t know of any other schools that have locomotives honoring them that are out running on the national rail system," said Larry Jensen, Watco’s chief mechanical officer. "There are some at switching locations and plants but as far as being out on the rails, these are pretty rare."

Wichita State has another athletic team that has risen to the top and Watco has a special connection to that team as well. In 1989 the Shocker’s baseball team won the College World Series and Watco’s Vice President of Sales and Marketing for the Central, West and Northeast Regions, Pat Cedeno, played on that championship team.

**Australian girls soccer team visits Vegas**

What happens in Vegas doesn’t always stay in Vegas. Watco Western Australia Rail recently helped sponsor a trip to Vegas for the Australian Walkabout Football Club. The club was created to provide unique international and cultural opportunities to talented young soccer players.

The teams went undefeated in pool play but lost in the quarter finals. However, the trip was a huge success because eight of the girls have been contacted regarding scholarship opportunities with U.S. universities.

Team members from the Walkabout Football Club who traveled from Australia to Las Vegas to showcase their skills.

**Hockley shoot-out**

Hockey (Texas) Mechanical Shop Team Member Carlos Cruz thought it would be a fun team building experience to get together with some guys from work and shoot it out. On March 22 two team gathered for a paintball shoot-out.

After two hours of strategically planned obstacle-dodging fun they all, thankfully, walked away with just some bruises and sore muscles.

Although this wasn’t an “official” team building experience it was a great way for some of the team to get together and enjoy some time together outside of work.

Participating in the Hockley Mechanical Team Shootout was: Team Camo (back row) Jovani Aguilar, Alvaro Diaz, Julio Padilla and (kneeling) Carlos Cruz. Team Not Camo: Cristian Alvarado, Juan Valentine Aguilar, Ruben Rodriguez, Teodoro Arellano and his son Julian Arellano.
the crossing
where learning meets leadership

Upcoming Watco U Courses:
TS&IC April 8-10, Minot, ND

RAIL Course of the Month:
"Motivating Team Members and Leading Change"

Watco University Completion

101- Andrea Harville, Trainmaster, Birmingham, AL; Calvin Turner, Foreman, Mulga, AL; Danny Anderson, Corporate Quality Director, Neodesha, KS; Jared Carman, Safety QA Manager, WT Region, Janesville, WI; Jeffrey Van Schaick, Assistant VP of Government Affairs, Edmonds, OK; Josh Gwilling, Trainmaster, Madison, WI; Kevin Krueger, Yardmaster, Horicon, WI; Michael Hoglan, Track Supervisor, Birmingham, AL; Michael McKenzie, Chief Mechanical Officer, Austin, TX; Victor McClure, Purchasing Manager Railcar, Pittsburg, KS;

201- Billy Eddington, Manager, Zwolle, LA; Dona Davis, Car Repair Foreman, Oklahoma City, OK; Pete Wilczewski, Purchasing, Zwolle, LA; Robbie Moshell, Plant Superintendent, Zwolle, LA; Tricia Underwood, Director-Corporate Railcar DDCT/DP&FC, Pittsburg, KS.

Turn Self-Improvement Desires Into Reality

How many times have we told ourselves, I'm going to be more organized? Or that the diet starts tomorrow? Only to have that enthusiasm fizzle away, and our best intentions come to nothing. One of the most common things in the world is the desire for self-improvement followed by inaction. There are four basic ways to beat the inertia:

1. Get moving. Start slowly but at least you're doing something and momentum is building. It's harder to stop when your moving than when you're standing still.
2. Be accountable. Positive pressure includes encouragement from family or friends. Join a class or group that holds you accountable to complete your goals.
3. Ignore failures. We all give in to temptation. Plan for it, accept it and move on.
4. Motivate yourself. More than anything you have to want it. Don't set goals that you really have no desire to achieve. Set goals that are realistic and envision yourself accomplishing them.

No matter what your goals are for self-improvement - the key word is self and you are the only self that is going to make your goals a reality.

There are some courses available through Watco's Team Member Self-Service link on the web site if you are interested in improving your work and business skills. It's a great way to get started and get the momentum for change going. Like the little engine, think you can!

Coffeyville dedicates building

(Continued from page 1) Supplies team brought in their grill and cooked steaks for the group.

"I called and asked about borrowing their big grill and they said they wanted to come cook for us," said Dion Wilkens, plant manager. "They were with us from the start here at Coffeyville as a vendor and it really shows the kind of long lasting relationships that Dick Webb built."

Following the meeting they dedicated the new shop. A plaque was made to hang in the shop with the following words, "On February 1, 1985 Dick Webb fulfilled a dream of owning his own railcar shop. After 27 years in the railroad industry, Dick purchased the Leavenworth Steel/Darby railcar shop in Coffeyville, Kansas and secured a contract to repair railcars from our first car repair Customer, Middle South Utilities, (Entergy), whose coal trains were traveling from the Powder Basin in Wyoming to southern power plants. Since that time Dick’s company, Watco Companies, has acquired a number of mechanical shops across the country offering a variety of services to railcar repair Customers. This first shop is where Dick spent many hours teaching and guiding his team members in the practice of taking care of the Customer. This focus, now called the Customer First Foundation Principles, is what drives the success of Watco. This building is dedicated to Dick Webb, whose vision, risk taking and hard work made Watco’s success possible."

Wilkens said, "I’m really proud of our team here in Coffeyville. Last year was a very busy year but they stayed focused on safety despite the tearing down and building going on around them. They also had to receive additional training to become tank certified so they worked hard to keep safety in the forefront."

The South Kansas and Oklahoma Railroad (SKOL) has been doing some major spring cleaning! What they decided to get rid of was something larger than what is normally put on the curb during city wide cleanups - it was a building. The SKOL recently purchased a new building to replace the old one that had been in place for the last 20 years. The old building was in desperate need of repair or replacement and after repair estimates were received it was determined a new building would be the most cost effective solution. The new building was set up and ready for business on March 19th and doubles the footage of the previous depot.

The old depot had only two offices which was shared by operations, MOW, the mechanical departments, and the 13 team members who work at the Winfield location. The new building features four offices, one each for operations, mechanical, and MOW. The fourth office will be used as a locker room for team members to use.

Joe Magruder, locomotive engineer, said, "It was nice that the company recognized we had a need and delivered."

He added, "We went from having no room to having almost more room than we need!"

There are five jobs that come on to Winfield each day, two switchers and three locals. The location is also an interchange point for the BNSF, Union Pacific and the Kansas & Oklahoma Railroad. More than 9,000 cars go through Winfield annually carrying a variety of commodities such as aggregates, grains, steel products, and chemicals.

SKOL replaces Winfield depot

Team members in front of the new Windfield Depot are (l-r): Chad Shaffer, Travis Thorpe, Jon Johnson, Joe Magruder, Troy Malone, Lori Vaden, and Matt Drake.

The Dispatch welcomes and encourages input from all readers. If you are interested in submitting articles, story ideas, photos and announcements (wedding, birth, etc.) e-mail them to:

tracie@watcocompanies.com or mail to:
Tracie VanBecelaere - Watco Companies
315 W. 3rd Street, Pittsburg, KS 66762
In just a couple of months members of the Watco Team and/or their family members will be crossing stages across the continent (and ocean) to receive their diplomas from various academic institutions.

Watco would like to acknowledge the hard work of all graduates from our families by listing them in May’s edition of The Dispatch. If you would like to have your information or a graduate’s information listed, send in the information in the following format:

Graduates name: relationship to Watco Team member, Watco Team member’s title and location. The school the graduate is attending and location of that school. If the graduate is receiving a degree from a college, university or trade school list the graduates degree type.

Examples would be:
College: Allen Kellar Jr.: Son of Allen Keller, mechanical inspector in Omaha, Neb.; graduating from Iowa State University, Ames, Iowa, with a Bachelor of Science in Electrical Engineering.

Send your graduation information to:
Tracie VanBecelaere - Watco Companies
315 W. 3rd Street, Pittsburg, KS 66762
or email them to tvan@watcocompanies.com.
Please put Dispatch-May Graduation in the subject line.
Honors/Awards

Alec Parr, son of Loren Parr, chief mechanical officer for the Great Northwest Railroad, was selected as a member of the Team Washington/Alaska ice hockey team. He will be participating in America’s Showcase Tournament which runs April 8-13 in Pittsburgh, Pa. Alec, a high school junior, spent the winter season playing for the AA Tri Cities Junior Americans. The tryouts were open to any qualifying players from Washington and Alaska and Alec was able to secure one of the six defense positions open.

Ailee Story, daughter of Doug Story, vice president of agricultural marketing, was named to the Topeka Capital Journal Class 2A Girl’s Basketball Honorable Mention Team, Honorable Mention Varsity Kansas 2A All Class Team, and CNC All-League Team, Honorable Mention Varsity Kansas 2A Girl’s Basketball Honorable Mention.

Taylor Lamkin, son of Herb Lamkin, roadmaster for the K&O Railroad, medaled with a 6th place finish in the Kansas 4A State Wrestling Tournament for the 195 lb. weight class. Taylor is a senior at Wellington High School in Wellington, Kansas. The state tournament was held at the Salina Bicentennial Center in Salina, Kansas. Taylor finished his senior year with a 34-8 record.

Jean Hybinette, wife of Carl Hybinette, director of engineering, Compliance Services, was the recipient of the 2014 Distinguished Service Award from the Archdiocese of Chicago in recognition of her service as a high school teacher at Chicago’s St. Benedict Preparatory School. Jean has taught computer technology at the school for 35 years.
Watco Team Members headed for the hill, Capitol Hill, in Washington, D.C., to tout the benefits the industry has to offer the nation. Railroad Day on Capitol Hill is an operation which is vital to the short line railroads in our country. More than 600 railroaders and industry colleagues such as shippers, suppliers, and railroad advocacy principals, participated in the event. The rail supporters visited a total of 352 congressional offices, meeting directly with senators, representatives or their key staffers.

The three main topics that were discussed in the meetings were extending the 45G Tax Credit, opposition to re-regulation, and opposition to increasing truck size and weights. To sum it up briefly, railroads presented that short lines continue investing in the infrastructure thanks to the 45G tax credit but it expired and needs to be extended. Regulation didn’t work before the Stagger’s Act and there are already checks in place to ensure pricing is fair so railroads definitely want to halt any effort at deregulating railroads. Increasing truck size and weights would affect safety and increase the burden of taxpayers to maintain roads from the wear and tear of the larger trucks on the roads.

Watco participants included; Amy Parady, vice president of sales and marketing, Gulf/Southeast Region; Shasta Duffey, marketing manager; Tracie VanBecelaere, director of communications; Ryan Williams, marketing manager; Shellee Currier, marketing manager; Stefan Loeb, vice president business development; Jeff VanSchaick, vice president, government affairs; James Rader, senior vice president compliance services, Gary Vaughn, senior vice president transportation rules and regulatory compliance; Ken Lucht, director of government relations; and Ed McKechnie, executive vice president and chief commercial officer.

Revenue Accounting Team Member heads to greener fields

They say the grass is always greener on the other side and for Mike Cain, assistant vice president of revenue accounting, we hope that’s true because the greener side he’s going to is a golf course. After 40 years in the railroad industry Mike is retiring, but not one to just sit around, he already has another job waiting in the wings.

Mike will be taking on the position of Golf Course Marshall at a Kansas City area country club. This is a dream job for anyone who loves golf. As the Course Marshall he will be responsible for riding around the course on his golf cart and ensuring that all the customers are happy, basically following the Customer First Principles, only in different surroundings. Perks of the job include free golf and lessons, which he is hoping will improve his own scores on the course.

Mike started his career as a switcher for the Milwaukee Railroad and after six months he decided that wasn’t something he enjoyed so he got a job in revenue accounting with the Kansas City Southern Railway where he worked for 34 years. In 2008 Mike joined the Watco Team and commuted from Kansas City to Pittsburg for four and a half years. When the offices opened in Stilwell, Kansas, just on the edge of Kansas City, he began working from that location.

In addition to golfing, Mike will be able to enjoy spending time with his wife Pam, two daughters, and four grandchildren who all live in the Kansas City area.

“I enjoyed working for Watco,” said Mike. “I keep telling the young kids around here that there are so many opportunities with the potential to move up. The company continues to grow and the advantage of working for a short line company is that you gain more skills because you’re wearing several hats.”

Kellie Sisler, vice president revenue accounting and pricing administration, said, “Mike will truly be missed. He brought experience and training to our team members that bridged the knowledge gap during some of the most extraordinary growth periods experienced by Watco.”