Watco’s WA Rail has a “good day mate” with its first Australian grain train
The first Watco WA train prepares to begin its journey as many team members gather to shoot pictures and view the historic event.

Kwinana Port to Herne Hill (Merredin).

Locomotives leading the train are leased from the Chicago Freight Car Leasing Company in Australia and will be in the operating fleet for six months while the new MP33C locomotives are being manufactured by Motive Power in Boise, Idaho, and make the journey across the ocean.

Steve Martin, CBH Senior Category Manager-Operations, said, “At 6:00 a.m. Perth time I was lucky enough to be on site at Kwinana to witness the first CBH/Watco train pull out heading up country to collect grain to bring back to the Port. The site of the 50 bright shiny new CBH wagons was fantastic and will only be surpassed when the wagons are being pulled by our own locos.”

“At the time the wagons rolled past me my thoughts went back to a time some two years ago when we were all travelling around the WA countryside showing Watco, a perspective U.S. based rail provider, our operations. Now it is a reality and I can’t help feel a little blown away by it all.”

The first train’s length of 50 wagons will be increased by 20 each week as new wagons are released into service by Bradken, the wagon producer. Within ten days they will be operating six days a week and within another three weeks they should start operation of a second train which will be powered by additional leased motive power.

Colin Tutt, CBH general manager operations, said, “I would like to say thanks to the entire Watco team from Pittsburg (Kan.) and Downunder for their efforts in getting our first locomotive loaded and unloaded successfully. It’s been an exciting 24 hours as we actually commenced our transition from QR Rail to Watco operations, it will be a moment of history for both Companies.”

“There has been an enormous amount of work by many people in getting this milestone delivered and the impact on morale has been incredible. I think more photos were taken of this train yesterday than I took all of last year, there was some real excitement from Perth to Merredin.”

“I have even had calls from growers travelling along the eastern highways saying they actually saw the wagons with a CBH logo printed on them and they were all proud of what is being delivered.”

Brian Jones with CBH shares this story, “Here is a black and gold report of the loading of our first train in Merredin. I was told it was arriving at 1 p.m. so I headed west and followed it in from Doodlakine to Merredin and it looked hot going along the track. At Merredin we could not load as we had to wait for ARG to pull out our drift of wagons we just loaded to Kwinana. While waiting, many photos were taken and many stories were going around (all good) about the wagons, a good crowd was here and I took people up top of cells to get photos and there were more people up there including farmer and bin rep Andrew Crook. We were all like kids at the royal show, it was exciting. I actually loaded the first wagon and I could have done it blindfolded, we had 50 wagons and we did about 30 in an hour or so. A brief report, but by gee, we should be all proud as it went pretty bloody good. One last thing, we had three chutes loading and the Watco drivers did a brilliant job moving the wagons thru at the right pace, many say it’s the best they’ve seen it done. Cheers.”

The inaugural trip was a successful one with the train arriving one hour early back at Kwinana Port with wagons loaded. The grain was dropped from the wagons in a short 90 minutes. The total trip time was 21 hours from start to finish which beat the projected targets set initially by a very comfortable margin.
Walter Coke stokes up business with the ABWR

by Tracie VanBecelaere  
Managing Editor

Many business decisions are made based only on how they will financially benefit the company. However, when Walter Energy recently made the switch from trucks to trains to transport coal from Walter’s Tuscaloosa County mines to North Birmingham, being a good neighbor was the key factor in the decision making.

"Taking 10,000 trucks a year off the road in a residential neighborhood benefits the community as a whole," said Mike Campbell, Walter Coke’s transportation manager.

Benefits from the move to rail include improved air quality and less traffic on the region’s roadways. The action has the positive effect of avoiding more than a half million pounds per year of CO2 emissions and more than 50,000 pounds per year of particulate matter that otherwise would have been created by both truck exhaust and the transportation and handling of coal.

Less traffic means the roads will be safer, less congested and suffer less wear and tear, saving the taxpayers dollars at a time when the government budgets are stretched thin. The move will also save in fuel consumption as a freight train moves a ton of freight an average of 484 miles on a single gallon of fuel.

There was a lot of legwork that went into making the environmentally friendly move a reality. The Alabama Warrior Railway (ABWR) Team, the CSX and Walter Coke worked together to make the changes necessary to deliver the coal trains to Walter Coke’s facility. The CSX is the Class I partner who hands off the cars to the ABWR so it was important that they understood the impact of the decision. Not only did they buy into the new business opportunity, they assisted in rehabbing approximately 2,100 feet of branch line track off of the branch line for use as an interchange site.

Christopher Slasinski, ABWR general manager, said, “This is the first time since the Alabama Warrior has been with Walter Coke that we have worked with the CSX and they’ve been great to work with.”

Every Friday the unit train called the Blue Creek Train consisting of about 50-60 coal cars is brought into the facility. During the week the ABWR collects empty cars as they run through Walter’s coal dump. They place the empties on the CSX interchange tracks so when Friday arrives the train is 85% built. One or two switches are made and the train is ready by Friday afternoon. CSX pulls the train early Saturday morning and has it back on the ABWR by Sunday night. ABWR weighs the train and the process starts all over again.

“Jesse Lambert, ABWR trainmaster, and Matt Gibbs, ABWR yardmaster, have both played a major role in coordinating the inbound and outbound rail moves,” said Slasinski. “They and the ABWR Team are the reasons that this move is working out so well. Everything’s been rolling along smoothly under Jesse’s leadership.”

Because the move has been going so well, there’s additional opportunities to bring in more coal from other CSX rail served locations, giving Walter Coke more flexibility in the coal they can buy to blend for their coke product. This allows Walter to stay as competitive as possible and really drives home the Customer First Foundation Principles.

Campbell said, “Overall, it’s a win-win for everyone. Most important is the community and their safety, but it’s been good decision for us and the railroads as well.”

Ride-along highlights safety issues from a different view

by Tracie VanBecelaere  
Managing Editor

The best way to understand someone’s point of view is to take a walk in their shoes. The Wisconsin & Southern Railroad (WSOR) recently teamed up with Operation Lifesaver to show railroad safety from the locomotive engineer’s perspective. Jeff Plale, Madison, Wisc., Railroad Commissioner, Susie Klinger, State Coordinator of Wisconsin Operation Lifesaver and Brady Headington, a local reporter from WMTV Channel 15 boarded a WSOR freight train for an exclusive view from the locomotive cab. The train was en route between Middleton, Wisc., and Madison, Wisc., and participants were given an opportunity to observe the dangerous behaviors of vehicular drivers, pedestrians and cyclists in relation to railroad tracks and crossings.

Prior to departing Middleton on the after-noon of March 12, WSOR trainmaster Matthew Koser held a safety briefing with all participants, explaining the proper safety behaviors on and around the rail equipment. All participants were provided with proper personal protective equipment for the trip.

“The purpose of this trip is to observe the behaviors of pedestrians, bicyclists and motorists at various railroad crossings and along railroad property in and around the near downtown Madison and University Campus areas,” stated Koser as he addressed the group.

While on the trip, the group observed numerous “near misses” when vehicles and pedestrians either disobeyed warning devices, or to trespassed on railroad property. At one crossing in particular, participants observed a passenger motorcoach bus parked curbside over the crossing stop line. The bus was being struck multiple times by the railroad crossing gate as it continually tried to deploy itself but was unable to do so because of the location of the bus.

Wisconsin Operation Lifesaver Coordinator Susie Klinger stated, “The behaviors of the general public or around these railroad tracks near downtown Madison are appalling to... (Continued on page 6)
My CPR Assist lifesaving tool introduced to Pittsburg Team

by Tracie VanBecelaere
Managing Editor

Each year, about 1.2 million people in the United States have heart attacks, and many of them don’t survive. More people could survive or recover better from heart attacks if they got help faster. Of the people who die from heart attacks, about half die within an hour of the first symptoms and before they reach the hospital. The statistics are sobering and something that former railroad and entrepreneur Paul Jones is trying to do something about.

Jones visited Watco’s Pittsburg, Kan., offices last month to introduce team members to a new device, the My CPR Assist, which is hoped to help heart attack victims. Each year, thousands of people take CPR training but one of the hardest parts of the training is knowing how hard and fast to do the compressions. My CPR Assist is a simple tool that provides users with sound validation that they are working at optimum depth and speed when performing CPR. Together the depth and speed ensure that enough blood is moving through the body to provide oxygen until help arrives.

How does one go about inventing a CPR tool? Harrill Wood, inventor of My CPR Assist, turned his training in quality control for Coca-Cola and Planters Peanuts, his experience as a certified Red Cross trainer, and his personal commitment as the primary caregiver to his ailing wife into a CPR device that can save lives.

Wood has always had a strong community conscience, so when his wife became ill and he began his journey as the primary caregiver, he leveraged his new knowledge of CPR to train others as a certified CPR instructor. Shortly afterwards he founded an educational program for senior citizens call Heart Smart. He continued to learn with his active work on research with the Arizona University on specifications and emergency methods. Through this work, he began assessing many CPR methods as to cost. He became passionate about finding a way to provide a low cost assist unit to people in the field. From this passion, came My CPR Assist. Wood has successfully tested the depth and timing of the unit on medical training devises to confirm that the trainer provides appropriate positive validation of proper CPR.

The Pittsburg Team viewed a video on the use of the device and each team member was given one of the devices following the presentation. My CPR Assist units will be distributed to all Watco locations shortly.

For more information on the My CPR Assist you can visit the web site at www.mycprassist.com.
Student shadows Baton Rouge Southern Railroad

by Tracie VanBecelaere
Managing Editor

Recently a not-so-mysterious shadow was lurking about at the Baton Rouge Southern Railroad (BRS). Fourteen year-old Alvin E. Maney III visited the railroad as part of a school job shadowing assignment.

Maney’s dad, Alvin E. Many Jr. is a conductor for the BRS and arranged for his son to visit the railroad and see what goes on during a typical day.

Below: BRS Customer Brice Dorgan (right), Union Tank Car Co., shows Alvin E. Maney III (left) what the markings on the tank cars mean. Right photo (l-r): Yardmaster Roderick Gardner, engineer Richard Ryder, Alvin E. Maney III, and conductor Alvin E. Maney Jr.

As always, a safety briefing was the first order of business as Maney was taught the procedures that the team must follow each and every day. Maney was shown the office work necessary to operate a railroad and then safety equipment was passed out and the young man headed out to the railyard for some outdoor instruction.

Customer Brice Dorgan of Union Tank Car Company was visiting the location at the same time and also helped in teaching Maney a few things about the business. He visited with Maney about the tank cars and explained why the decals were placed on the side of the cars and what they mean.

When it came time to move the railcars, Maney did have to watch the cars being switched in the yard from inside the truck. He was still able to get a good understanding of what goes on at the railroad, some of the terminology and the safety issues that the team faces each day at work.

Alvin Maney Jr. said, “It was a good thing that he got to come to work and see what his father does each day. It may be something that one day he decides he wants to do and now knows more about it and what goes on here. ”

“He said he really enjoyed the time he spent there and that he learned a lot. He got to learn about the things we do here and how we switch cars in and out for the our Customers at the Baton Rouge.”

Although the young man has a few years to decide what he wants to do when he gets out of school, we can hope the experience has lit the fire in a new generation and that he will follow the footsteps of many past railroaders as they made working on the railroad a family tradition.

Maney is an eighth grader at Southside Jr. High School in Denham Springs, La. He plays on the jr. high football and basketball teams and runs track and long jumps.

Watco Team Members receive Customer kudos

by Tracie VanBecelaere
Managing Editor

When you think about Kansas City and Texas, the amazing barbecue heritage they are both known for often comes to mind. Although not as famous as Jack Stack or Oklahoma Joe’s, the Customer service provided by Watco team members is gaining notoriety as well.

While attending Chlorine Institute meetings in Atlanta, Ga., Tom DeLafosse, Watco’s vice president of compliance services, was hunted down at the meeting just to be informed of the great service provided by the Hockley, Texas, plant manager, Greg Andersen and his team.

Descote’s Mark Fucich was at the shop working on some next generation valve issues and was so impressed that he took the time to search DeLafosse out to tell him his thoughts.

DeLafosse said, “He really couldn’t say enough nice things about Greg, his management style, and his shop. He has been asking everyone at these meetings ‘why are you not using the Watco Hockley shop?’ ”

That evening at dinner DeLafosse was again approached about the plant manager. PPG’s Julie Bart echoed the same comments made by Fucich and added that the manager’s handwritten notes and personalized Christmas card shows the extra effort he puts into the Customer relationship.

DeLafosse said, “I have heard good comments about many people in this industry over my years but there were none better than what I heard about Greg and the Watco Hockley repair shop. It makes all of us look good and feel proud of the first rate Customer Service they are providing. I just want to thank them for doing the job they’re doing because the Customer, as well as their vendor, sure have noticed your actions, and isn’t afraid to spread the word!”

Move further north and you’ll hear the same type of story from Temple Inlands Bryan Miller in Kansas City. In this story though the names have changed.

Wayne Ghan, Kaw River Railroad (KAW) trainmaster is the team member that Miller is talking about.

He shared Wayne has done a great job working with his team in efforts to eliminate water damaged wheel sets due to their industry siding. He understands rain can hit at any time of the day or night creating a potentially negative situation for Temple, but appreciates Wayne’s time in working with his team.

Joe Weigel with Advantage Metals Recycling in Kansas City also had some kind words regarding the KAW Team. Weigel sent the following e-mail message to the team.

“I want to thank all of you for the efforts put forth in January to help start our year out with a record month. You always find a way to meet the task at hand that we ask for on short notices. You have a great team here in Kansas City.”

The fact that our Customers take the time to let us know when team members are following our Customer First Foundation Principles is a testament to the kind of Customers that we are lucky enough to get to do business with every day.
Watco Team goes to D.C. for Railroad Day on Capitol Hill

by Tracie VanBecelaere
Managing Editor

As a little girl growing up in West Virginia, Amy Parady, Watco’s vice president of marketing and sales for the Gulf Region, spent many Christmases visiting the home of Jay Rockefeller. Rockefeller at the time was Governor of West Virginia and Parady, along with her family, took the annual Christmas tour of the Governor’s mansion.

Rockefeller has since been elected to State Senator and Parady had an opportunity to once again visit her “old family friend” during Railroad Day on Capitol Hill on March 8. A special event was held following the day’s meetings for Senator Rockefeller who has been a good friend to the short line industry. West Virginia even purchased its own short line railroad during his tenure as Governor.

Senator Rockefeller is the lead sponsor of the effort to extend the 45G short line railroad infrastructure tax credit. His leadership has secured 46 Senators as co-sponsors. He has fought to get the tax credit in moving legislation and vows to continue to do so. Rockefeller has represented West Virginia in the Senate since 1985 and is currently the Chairman of the Senate Commerce, Science and Transportation Committee with jurisdiction over rail issues. Rockefeller is also the second ranking Democrat on the Senate Finance Committee which has jurisdiction over tax issues.

More than 400 railroad industry participants took part in 345 scheduled meetings on Capitol Hill to advocate for the freight rail industry. These meetings helped bring the support for the short line tax credit to 250 cosponsors in the House and 46 cosponsors in the Senate.

An address by U.S. Secretary of Transportation Ray LaHood capped the Railroad Day On Capitol Hill event. LaHood made his remarks as the inaugural speaker of the legislative dinner held the evening of Railroad Day. He welcomed those in attendance to Washington and noted the importance of railroads to the American economy.

In addition to LaHood, notables at the dinner included Joe Szabo, Administrator of the Federal Railroad Administration; Dan Elliott, chair of the Surface Transportation Board; Members of Congress and their personal staff; and principals of rail labor unions. ASLRRA President Rich Timmons and Board Vice-Chair Ed McKechnie, Watco EVP-COO, presided over the dinner along with Association of American Railroads Vice-President Patty Reilly, who represented AAR President Ed Hamberger.

Twelve Watco team members participated in the event to advocate for our short lines. Participants included Parady; Adam Inselbuche, EVP-CFO; Craig Richey, EVP-general counsel; Doug Story, director grain marketing; Jeff Smith, marketing manager; Ken Lucht, VP, government affairs; Kirk Hawley, SVP marketing, sales and service assurance; Shasta Stump, VP marketing and sales East Region, Tim Karp, VP finance; Tom Hayes, associate general counsel; Tracie VanBecelaere, director of communications; and McKechnie.

Another generation of the Watco family attended the event as well. James Richey, Trenton Stump, Joshua Hayes, Garrett VanBecelaere and Austin McKechnie attended the meetings with their parents to learn more about their government.

Locomotive Team celebrates milestone

by Tracie VanBecelaere
Managing Editor

Everything’s big in Texas - especially the safety record of the Houston Locomotive Team. The group recently celebrated hitting the three year incident and injury free mark. The foursome were presented with Certificates of Achievement, gift cards and a special seafood lunch to commemorate the milestone.

The team is responsible for servicing, maintaining, and repairing 24 locomotives in Texas spread out between Houston, Refugio and Dallas. They are instrumental in providing our Customers with a safe, operable way to move their railcars.

Ben Coward, chief mechanical officer, Houston, said, “It may seem to be a small goal to many people but three years injury and incident free is a great accomplishment for us. Performing the tasks we do everyday and dealing with extreme heat here in the Gulf Coast is something to be very proud of. I am very proud of every member of this team for overcoming the hurdles placed in front of us and still being able to accomplish this milestone. They may be a small group but their accomplishments are mighty!”

Graduation Announcements

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, or a graduate’s information listed, send in the information in using the following example: Billy Doe: Son of John Doe, locomotive mechanic in Oklahoma City, OK; graduating from Oklahoma State University, Stillwater, Okla., with a Bachelor of Science in Accounting.

Send your graduation information to: Tracie VanBecelaere, Watco Companies 315 W. 3rd Street, Pittsburg, KS 66762 or email them to: tvan@watcocompanies.com, and add Dispatch-May Grad. in the subject line.

December graduations will be included with the Maygraduations.
April Anniversaries

Congratulations to the following team members celebrating their anniversaries!


2 Years: Hayley Becker, Randy Bennett, Regg Blocker, William Casey, Shon Christensen, Travis Collins, Waylon Doyle, Bennie Parker, Allen Godfrey, John Grace, John Hargis, Antonio Horacio, Anthony Hoyte, Houston Knight, Robert Large, Alberto Martinez, Michael McBride, Jordan Merritt, Benjamin Nordlof, Rachael Peterson, Jesus Ramirez, Derek Riese, David Riley, Kevin Roth, Owen Schulz, Andrew Smith, Luis Soto, Nicole Stevenson, James Sullins, Paul Taylor, Roldolino Treviso, Thomas Twichel

3 Years: Angela Bunker, Joseph Gruczynski, Dee Lautner, Billy Moore, Mark Moorlag, Michael Murphy, William Richardson, Troy Sickle, Samuel Weeks

4 Years: Drew Drewenski, Chad Easterling, Steven Everett, Tye Gray, Chris Haddow, Russell Hamm, Robert Hurda, Richard Knlians, Brian Kovarik, Jason Lloyd, Joseph Magnone, Jose Martinez, Steven Mottaz, Curtis Rice, Arnoldo Sandoval, Jeffery Smith

5 Years: Joel Aguilar, Richard Brady, Joseph Brooks, Tony Clark, Nickol Corr, Rebekah Garner, Ray Green, Arthur Gurney, Joseph Holcomb, Jared Koehn, Matt McKenzie, Anthony Williamson

6 Years: Jeffrey Allred, Shellee Currier, Timothy Dunn, Cody Gilliland, Gerardo Horta, Christopher Preuc, Grant Rasmussen, Ronald Thompson, David Tinnon

7 Years: Jerad Brunskill, Brandon Eddleman, Travis Fellers, Pat Foster, Brian Fox, Carl Hauk, Michael Reifsnider, Justin Rhodes, Travis Tholen, Tracie VanBecelaere, Patrick White, David Wilczewski, David Witzack

8 Years: Jeffery Greenwood, Bertha Herrgesell, Val Kahley, Dennis Meyer, Loren Parr

9 Years: Shane Engle, Judy Johnson, Keith Kitson, Travis Martin

10 Years: Brent Booth, Lisa Butts, Pat Cenedo, Jason Ebarb, Al Finn, John Galloway, Darren McComic, Kenneth Sauter, Terry Towner

11 Years: Shane Collins, Heather Huff

12 Years: Robert Heiligenthal, Jeanne House, William Kyzer, Byron Marshall, Douglas Peterson, Ron Singleton

13 Years: Darby Destromp, Paul Richards, James Walton

14 Years: Stacy Hurda

15 Years: Anthony Ange, Brandy Etheridge, Jeremy Findley, David Jena, Roger Kitzmiller, Rick Vaughn

16 Years: Kenneth Barber

17 Years: Aaron Bye, Donald McCallum

19 Years: Neal Jacobs

20 Years: Larry Brassale, Michael Hill

21 Years: Gary Cooley, Gary Sanderson

22 Years: Dwight Browning, Joseph Lidwell

27 Years: Thomas Dawson

28 Years: Larry Bray, Hare Harrison, Larry Thomas

29 Years: Anthony Decapio

30 Years: Larry Vail, Dion Wilkens

31 Years: James Bass

33 Years: Carl Leone

34 Years: Robert Neal

35 Years: Donald Drobnoek, Walter Leget, Jack York

37 Years: David Dial, Richard Duncan, Jerry York

Births

Kenzley Grace Wilmoth

Joel and Shana Wilmoth are proud to announce the birth of a daughter, Kenzley Grace. Kenzley was born on February 20 and weighed 7 lbs., 1 oz. and was 20 1/2 inches long.

Joel works as a clerk at the Port Birmingham Terminal in Fairfield, Ala.

Tyler Joseph Tapia

Tyler Joseph Tapia was born to Abel and Jennifer Tapia on March 21. He weighed 8 lbs., 2 oz., and was 20 inches long.

Abel works at the Harwood, Texas, terminal location and has been with Watco’s Terminal and Port Services Team since April of 2011.

SKOL asset making tracks

The South Kansas and Oklahoma Railroad’s (SKOL) track department recently acquired a new John Deere backhoe for the track department. This new asset will increase productivity with quick disconnect buckets, reduce down time and reduce weather eliminates for the operator. This tool helps to install ties by increasing productive with machinery, dumps ballast, cuts draining off the right away, supports the removal/installation of road way panels, unloads/loads ties, removal/installation of track panels and many more activies supporting MOW tasks.

The SKOL’s newly painted locomotives. The new paint has decreased clean up time as well as invoked positive feedback from local government agencies and housekeeping by our operating team members.

“We’d like to thank the senior leadership team for the confidence they have in us fund special projects like this,” said SKOL General Manager Chad Jasmin.
Bakken Shale puts Canada on Watco map

by Tracie VanBeceauere
Managing Editor

Thanks to the Bakken Shale Formation Watco now has a locomotive chugging along in Canada. Watco recently started a new business venture with the Canadian National Railroad (CN) in Bienfait, Saskatchewan. The facility is a terminal facility that performs a variety of services for the CN, all related to the Bakken shale.

The Watco locomotive at the Bienfait facility is used for switching sand, pipe, and crude oil tank cars. Watco also performs switching for third party contractors at the site. The Watco Team transloads crude oil from truck to railcar, frac sand from railcar to truck and both bulk hopper sand and tote sand bags.

Watco's experience in transloading drilling supplies and products is a benefit as Bienfait is approximately 11 km from the City of Estevan which is a major center for the oil and gas industry. The Estevan area is part of the Bakken Field.

Allan Roach, Watco's senior vice president of business development, said, "This was a long time in the making. We initiated discussions with CN over a year in advance of the startup to convince them to give us a shot at this. We had many meetings with CN to build their trust and to build our relationship. And that was all before we even started working on the contract.

"Our WTPS (Watco Terminal and Port Services) experience as a recognized leader in the Crude By Rail segment of the industry made it an easy sell and is a testimonial to the great job that everyone at WTPS does for Watco. Both Phil Penner, SVP business development and Sam Ricci, Director of Operations, Midwest Region, have been instrumental in the planning, start-up and success of the new site."

Bienfait's transload facility is at an ideal location in Southern Saskatchewan. The facility intersects two major highways, Hwy 39 and Hwy 18. Hwy 39 is a major highway connecting the United States to Canada, and features a 24-hour border crossing, giving the Bienfait location easy access to major trucking companies to off-load railcars.

The facility is already growing at a fast pace. In February Bienfait was introduced to petroleum crude oil transloading. They received a call from CN on a Monday asking how long it would take to gear up for loading crude oil into railcars on Saturday of the same week they loaded their first crude cars. They added in a transload unit at the facility as a test and after three days of successful testing, Bienfait is also now a Hazmat facility. The unit, an oil gantry, is a machine that “proves the oil specs”. It corrects the volume to 15 degrees, gives water cuts, temperature of oil, net volumes on both water and oil, time off loading and the density of the oil to calculate the weights for the railcars. It is either top loading the oil to the cars (this is the procedure at Bienfait) or bottom loading railcars. This gives a print out of the oil specs to send to all parties concerned. They have stairs to allow operators to access the tops of the railcars and they are equipped with a stinger (pipe) that top loads the car with product.

The location, access, and better turnaround time, prompted CN to place a second oil gantry on location and they are loading approximately six to eight railcars per day of Bakken crude oil.

Schlumberger, one of the world’s largest oilfield services companies, began receiving frac sand at the Bienfait facility in March. A 10 truck test was conducted to off-load frac sand from railcar to truck and then trucked south to the United States. This was also a great success and more shipments have followed. Presently at the site Watco has two Wilson 24" belt conveyors, a 9,000 lb. forklift, a dock and ramp, and two transloading oil gantries. The siding has room for 24-25 railcars and the locomotive. It also features a three-car concrete and gravel loading dock.

At this time Bienfait location is operated by five team members. Lotus Villanueva and Mark Aiken-head are operators, Bill Joe Beardy and Ryan Wilson are engineer/operators, Maryam Nooh serves as Customer service representative and Thomas Sharp holds the position of terminal manager. Sharp was brought on board in December to manage the facility. He had a previous relationship with CN Cargoflo, transloading crude oil from truck to railcar at the CN Willmar, Saskatchewan site.

With the increase in commodities being handled at the terminal and the opportunities to bring in additional commodities, the facility is looking to expand the staff.

"The addition of team members will enable us to continue to provide the best service to our new Canadian Customer," said Sharp. "We are excited to spread the Watco Customer First! principles internationally."