

CALAMCO

progress

FALL 2021

CALAMCO EXECUTIVE STAFF

**PRESIDENT AND
CHIEF EXECUTIVE OFFICER**
Daniel Stone

DIRECTOR OF OPERATIONS
Dale Thigpin

**DIRECTOR OF
REGULATORY AFFAIRS**
Martin Jeppeson

DIRECTOR OF MARKETING
Alice Inderbitzin

REGIONAL MANAGER
Natalie Foss

**ENVIRONMENTAL HEALTH
AND SAFETY MANAGER**
Matt Duaime

CALAMCO BOARD OF DIRECTORS

CHAIRMAN OF THE BOARD
Case Van Steyn

Bardin Bengard
Doug DeVaney
Alan Freese
G.Rey Reinhardt
Chris Shelden
Richard Sunderland

MESSAGE TO SHAREHOLDERS

As shared in our last newsletter, we delayed our planned UAN project since we are involved in legal disputes with Simplot which will take time to resolve. This is unchanged as we go to press.

We remain on track to deliver on our \$35/ton 2021 patronage target. The dividend is only payable on CALAMCO anhydrous ammonia or on products containing CALAMCO anhydrous ammonia. We are no longer paying dividends on Simplot's UAN as it does not contain CALAMCO anhydrous ammonia. Please refer to the chart inside for the specific factors on each patronage qualifying product. If you've not done so, please consider signing up for our online reporting and direct deposit programs to earn an extra \$1/ton patronage for each program.

We are happy to report a \$1.7 million settlement from Chemical Transfer/Cal Tank (CT), our previous 3rd party trucking supplier. CT agreed to settle our claim of overcharges versus the "Best Price" clause in the 2014-2020 Motor Carrier Transportation Contract.

Our "Best Price" discovery is also directly leading to \$1.1 million savings in 2021 from specific pricing adjustments. These savings will continue going forward and is included in the overall 2021 patronage. ■



Daniel Stone
President / CEO

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A PARTNERSHIP WITH GROWERS



THE TIME TO REPORT FERTILIZER PURCHASES IS QUICKLY APPROACHING!

Please make note of the following important deadlines and instructions:

- **Report your purchases on-line by December 1, 2021.** You can still mail the Use Report Form, but we are encouraging you to report online. *You must report online to receive the additional \$1 per ton.* The deadline for mailed Use Reports is the same – it must be postmarked by December 1, 2021.
- **Sign up for direct deposit.** You can still receive your rebate by mail, but we are encouraging direct deposit as *you will receive your rebate much quicker, and will receive an additional \$1 per ton if you choose direct deposit.* You can download the form on our website at calamco.com and either mail or email to pam.martin@calamco.com by December 1.

You can begin entering your purchases online November 1, 2021. Please note that the purchase period is November 1, 2010 through October 31, 2021. The online reporting system is secure, requiring you to provide a password to log in and access your information. Reporting online gives you the additional

flexibility to edit your fertilizer report if needed. Please contact the office to make any changes after December 1, 2021.

If you are a **new online user** to the website and you have provided CALAMCO with your email address, you will perform the following steps to enter your purchases online:

- Go to the CALAMCO website – calamco.com
- Click on the “Shareholders Login” link under the Links menu
- Click on the “Forgot Password” link
- Enter your email address and click the Submit button
- You will receive an email with a link that will allow you to reset your password
- You will then be able to log in using your email address and new password

You will need to provide CALAMCO with your email address in order to report your purchases online. Contact Pam Martin by email at pam.martin@calamco.com or by phone at 800-624-4200. If you are a **current online user** simply go to www.calamco.com and log in. ■



ELECTIONS TO BE HELD IN DISTRICT 4

Elections for the director to serve on CALAMCO’s Board will be held this coming year in **District 4**, which encompasses the coast and Imperial Valley. Proxies will be mailed to all members in early January and are due back to our office by early February. Only Class A shareholders in District 4 are eligible to vote for the director in that district. The current director in District 4 is Bardin Bengard who will be seeking re-election.

Service on the CALAMCO Board of Directors does require a certain amount of time and commitment from Directors who are expected to attend all meetings. The meetings are held on the third Thursday of the months of June, August, October, December, and the third Wednesday in February, which is the annual meeting. If you are a shareholder that resides in this district and are interested in more information or in submitting your name to our nominating committee, please contact our corporate office at 800-624-4200 by November 15, 2021. ■

CALAMCO EMPLOYEE DEEP SEA FISHING TRIP

What an adventure! The fine employees of CALAMCO took a well-deserved break to spend some time together deep-sea fishing near the Farallon Islands. The group braved the elements on the intrepid SEA BASS fishing boat, landing some HUGE memories, as well as a few fish! Our 13 skilled anglers brought in a whopping 130+ Rockfish, limiting out everyone on the boat, including the crew! CALAMCO wanted to use this opportunity to recognize the tireless efforts of our employees this year; promote team building, and boost morale. We would like to thank our employees for their continued dedication to the safe operation of the Stockton Terminal. We look forward to doing this again next year! ■



REBATE PER TON BREAKDOWN BY PRODUCT

Our rebate per ton is based on a per ton of Anhydrous Ammonia (NH₃ equivalent) basis. Please find below a breakdown by product, using our Rebatable Product List, with those products that are manufactured using CALAMCO ammonia.

PRODUCT	NPK	NH ₃	\$35 REBATE	\$37 REBATE
Anhydrous Ammonia	82-00-00	100%	\$35.00	\$37.00
Ammonium Sulfate	21-00-00	26%	\$9.10	\$9.62
Aqua Ammonia	20-00-00	24%	\$8.40	\$8.88
Ammonia Nitrate 20% (AN20)	20-00-00	24%	\$8.40	\$8.88
Calcium Ammonium Nitrate (CAN17)	17-00-00	21%	\$7.35	\$7.77
Ammonium Phosphate Sulfate	16-20-00	20%	\$7.00	\$7.40
BEST (Turf Supreme)	16-06-08	20%	\$7.00	\$7.40
Agropell Triple 15	15-15-15	18%	\$6.30	\$6.66
FUSN Fused-Safe Nutrients	26-00-00	16%	\$5.60	\$5.92
Agropell Triple 12	12-12-12	15%	\$5.25	\$5.55
Agropell Tree N Vine	12-08-16	15%	\$5.25	\$5.55
Ammonium Poly Phosphate	10-34-00	12%	\$4.20	\$4.44
Agropell XB	06-24-24	7%	\$2.45	\$2.59

Please report **actual tons** of product purchased, however if you are using a special blend that you do not see on this list, it is best to check with your fertilizer dealer to see if a rebatable product was used in producing the blend. Some dealers are already set up to cover a portion of the nitrogen in those blends that contain rebatable products. **PLEASE NOTE:** Not all nitrogen is rebatable. Please check with your fertilizer dealer.

If you are interested in purchasing stock, or need to change the way your stock is registered, please contact our office as soon as possible. Once use reports are mailed, it is too late to make transfers or changes to your stock for our 2021 fiscal year. Any changes will then have to wait until after rebates have been paid in early 2022. ■

PREPAREDNESS AND PREVENTION

The months of September and October are a perfect opportunity to prepare and prevent emergencies and disasters, a time to promote family and community disaster planning. Severe weather can happen at any time, in any part of the country. That's why it is important for your community to be ready for severe weather events and to understand the fire risk and hazards that come with them.

Many residents will be surprised to learn that besides the wind and water damage, severe weather also brings the risk of fire. Fire can occur due to:

- Lightning.
- Portable generators.
- Leaking gas lines, damaged propane tanks and leaking vehicle gas tanks.
- Water-damaged appliances or vehicles.
- Debris near electrical wires and transformers.
- Exposed electrical outlets and wiring.

Teach your family and community about electrical, gas, and home hazardous materials fire safety:

- Lightning can cause house fires, test smoke and carbon monoxide alarms regularly.
- Portable generators stay outside. Only use extension cords approved for generator use.
- Clear debris away from all electrical lines and transformers.

MAKE A PLAN TODAY:

Your family may not be together when a disaster strikes. It is important to know which type of disasters could affect your area. Know how you will contact each other and reconnect if separated. Establish a family meeting place that's familiar and easy to find.

1. How will I receive emergency alerts and warnings?
2. What is my evacuation route?
3. What is my shelter plan?
4. What is my family communication plan?
5. Do I need to update my emergency preparedness kit?

Disaster planning and hazard prevention will create awareness and overall protection for your families and community. LIVE SAFE! ■

Questions or comments can
be forwarded to CALAMCO
at (800) 624-4200
www.Calamco.com

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