

CALAMCO

progress

FALL 2022

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REGIONAL MANAGER
Natalie Foss

**ENVIRONMENTAL HEALTH
AND SAFETY MANAGER**
Matt Duaime

BOARD OF DIRECTORS

CHAIRMAN OF THE BOARD
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Bardin Bengard

Alan Freese

Beau Howard

G.Rey Reinhardt

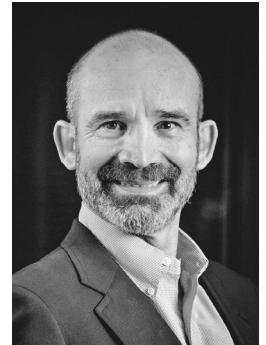
Chris Shelden

Richard Sunderland

MESSAGE TO SHAREHOLDERS

We remain on track to deliver on our patronage target of \$50 per ton for fiscal year 2022. The dividend is only payable on CALAMCO anhydrous ammonia or on products containing 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.

While the market price for ammonia declined over the summer, we have seen a rebound in prices over recent months. A rise in natural gas prices in Europe is once again resulting in plant closures, while ammonia exports from Russia remain closed. We hope to moderate some of the impact, as we were able to buy a significant amount of ammonia at the lower summer price. Once we sell through current inventory, we anticipate an increase in price will be necessary this winter. ■



Daniel Stone
President / CEO

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A PARTNERSHIP WITH GROWERS



ELECTIONS TO BE HELD IN DISTRICT 3

Elections for the director to serve on CALAMCO’s Board will be held this coming year in **District 3**, which encompasses the Southern San Joaquin 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 3 are eligible to vote for the director in that district. The current director in District 3 is Beau Howard, 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, 2022. ■



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, 2022.** 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, 2022.
- **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, 2022. Please note that the purchase period is November 1, 2021 through October 31, 2022. 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, 2022.

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. ■



ABEL GUTIERREZ RETIRES

A luncheon was held at the Stockton Terminal to celebrate the retirement of Abel Gutierrez, a 21-year veteran at CALAMCO, starting his career as a driver in March of 2001. He moved up to a B loader at the Stockton terminal in 2008 and became an A loader in 2010. He remained a dedicated employee until his retirement on September 16, 2022.

Born in Livermore, CA, Abel was the fifth of ten children. He has four brothers and five sisters. His family moved to Manteca when he was nine years old, which is where he grew up and currently resides.

Upon graduating from High School, Abel's first job was building mobile homes. He then went to work for Spreckels Sugar. In 1993 he was hired by Hinkles and McCoy, taking a job that moved him to Kauai, where he worked handling and hauling heavy equipment. In 1995 he was transferred to Oahu, Honolulu. He returned to California in 1996, taking a job as a driver for Bulk Transportation hauling anhydrous ammonia and propane, which is how he first came to know of CALAMCO.

Now that he is retired, Abel plans to spend more time with his three sons and a daughter as well as his ten grandchildren, which are spread from Oregon to Fresno. He also enjoys fishing and playing pool (he has played in competitive tournaments). We wish him much relaxation and enjoyment in his retirement! It sounds like he plans to stay busy! Congratulations Abel! ■

2022 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	\$50 REBATE
Anhydrous Ammonia	82-00-00	100%	\$35.00	\$50.00
Ammonium Sulfate	21-00-00	26%	\$9.10	\$13.00
Aqua Ammonia	20-00-00	24%	\$8.40	\$12.00
Ammonia Nitrate 20% (AN20)	20-00-00	24%	\$8.40	\$12.00
Calcium Ammonium Nitrate (CAN17)	17-00-00	21%	\$7.35	\$10.50
Ammonium Phosphate Sulfate	16-20-00	20%	\$7.00	\$10.00
BEST (Turf Supreme)	16-06-08	20%	\$7.00	\$10.00
Agropell Triple 15	15-15-15	18%	\$6.30	\$9.00
FUSN Fused-Safe Nutrients	26-00-00	16%	\$5.60	\$8.00
Agropell Triple 12	12-12-12	15%	\$5.25	\$7.50
Agropell Tree N Vine	12-08-16	15%	\$5.25	\$7.50
Ammonium Poly Phosphate	10-34-00	12%	\$4.20	\$6.00
Agropell XB	06-20-20	7%	\$2.45	\$3.50

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 2022 fiscal year. Any changes will then have to wait until after rebates have been paid in early 2023. ■



CALAMCO WINS 2021 SAFETY AWARD FROM OUR INSURANCE CAPTIVE

CALAMCO was the proud recipient of the 2021 Safety Award from our Terra/ Alternative Risk Underwriting (ARU) captive insurance group. The award recognizes the entire company's sustained efforts and excellent results and is chosen from over thirty companies within the insurance captive.

Congratulations to our Safety Manager, Matt Duime, and the entire safety team. This is the third time CALAMCO has received this award out of ten years in the program. ■

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

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CALAMCO
1776 W. March Lane, Suite 420
Stockton, CA 95207