

FALL 2013 • CALAMCO.COM

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MESSAGE TO SHAREHOLDERS

Growers will be pleased to note that we have seen some relief in ammonia pricing on the world market over the past few months. We are confident that we will be able to hold these lower prices through the end of this year.

The end of October marks the end to our 2013 fiscal year. It will soon be time for year-end reporting of your fertilizer use. Use Report Forms will be mailed to members the last week of October. On-line reporting is also available and we encourage members to utilize this new feature. Simply log onto our website at www.calamco.com, however, you must first have your email address registered with our office. The on-line reporting feature will be available after 10/28/2013.

Please refer to the Rebatable Product List in this issue for qualifying products. We encourage you to keep a copy of the Use Report Form for your records, and mail the report yourself. This way you can be certain that the report has been mailed in a timely manner. The deadline for reporting is December 1, 2013. Reminder postcards are only mailed to those members for which have not yet filed a report. If you receive a postcard, and your report has been mailed to our office, please contact us to verify receipt.

If you are still interested in purchasing additional stock, or know someone who may be interested, it is not too late, but time is quickly running out. Please contact your CALAMCO Sales Representative as soon as possible. Stock must be purchased prior to October 25th in order to qualify.



BOB BROWN
PRESIDENT/CEO

what's inside

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A PARTNERSHIP WITH GROWERS

REBATABLE PRODUCTS

PRODUCT	NPK	NH3
CALAMCO Anhydrous Ammonia	82-00-00	100%
Simplot Ammonium Sulfate	21-00-00	26%
CALAMCO Aqua Ammonia	20-00-00	24%
CALAMCO Ammonia Nitrate 20% (AN20)	20-00-00	24%
Simplot Calcium Ammonium Nitrate (CAN 17)	17-00-00	21%
Simplot Ammonium Phosphate Sulfate	16-20-00	20%
BEST Turf Supreme	16-06-08	20%
Simplot Urea Ammonium Nitrate Solution (UAN32)	32-00-00	19%
Simplot Agropell Triple 15	15-15-15	18%
Simplot Agropell Triple 12	12-12-12	15%
Simplot Agropell Tree N Vine	12-08-16	15%
Simplot Ammonium Polyphosphate Solution	10-34-00	12%
Simplot Agropell XB	06-24-24	7%

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.

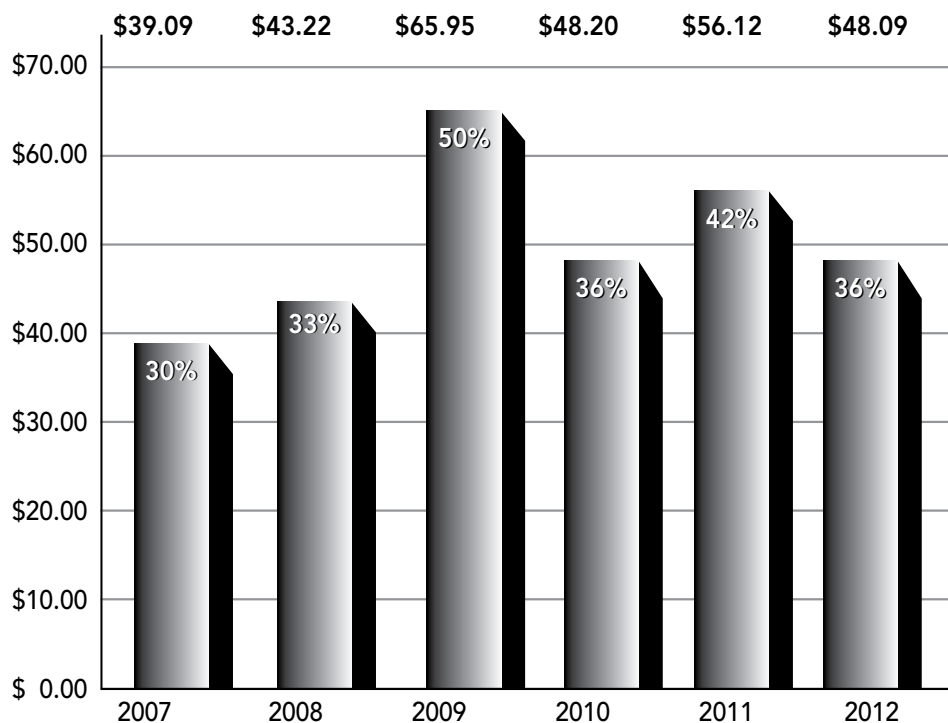
Elections to be Held in District 4



Elections for the Director to serve on CALAMCO's Board will be held this coming year in District 4, which includes the Coast and Imperial Valley. Proxies will be mailed to all members in early January and are due back to our office by mid-February. Only Class A shareholders in District 4 are eligible to vote for the Director in that District.

Your current Director in District 4 is David Martella. David was recently appointed to serve as the interim Director to represent District 4 in a special meeting held by the CALAMCO Board of Directors. David will seek to continue his service on the board in the upcoming 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 December 1, 2013.

AVERAGE SIX-YEAR RETURN = 38%



REBATE PER TON

Percentages = Return on Investment
Based on \$20 per Share Purchase Price

Jim Forrester Retires After 43 Years of Service

CALAMCO management and staff were pleased to honor long-time CALAMCO employee, Jim Forrester, at a luncheon on Friday, September 13, 2013 to celebrate his retirement after 43 years of employment.

Born and raised in the Stockton area, Jimmy joined the Navy upon graduating from High School in 1963. He was stationed on an aircraft carrier in Vietnam, where he served for four years. His first job upon his departure from the Navy was working at the Tracy Defense Depot, where he worked for three years packing shipments for Vietnam.

Jim worked at a few other odd jobs before finally finding what would be the beginning of a life-long career. Hired by Occidental Chemical in 1970, his first job was working in the warehouse at the Lathrop Facility. He eventually worked his way over to the ammonia plant which was owned and operated by CALAMCO. In 1979, when CALAMCO made the decision to build an ammonia terminal at the Port of Stockton, Jim moved from the Lathrop Plant to Stockton to help with the construction of the facility, and has been working at the Stockton location ever since.

During his 43 year career, Jim has worked loading trucks and railcars and eventually worked his way up to the position of Lead Man. Jim was a reliable and dedicated



Jim Forrester and his wife, Rosemarie

employee who could always be counted on to fill-in when needed; even if it was his scheduled time off.

Jim met and married his wife of 45 years, Rosemarie in 1969. They have one son, Richard, as well as a granddaughter Jessica. Jim enjoys working on his truck, and his wife will surely have many odd jobs around the house to keep him occupied in his retirement! He is looking forward to sleeping in, and especially, not having to work shift hours any longer.

We would like to congratulate Jim on his retirement, and wish him many years of health and relaxation to enjoy with his wife and family.

PG&E Awards CALAMCO with the 2013 Green Award



Lee Gardiner, CALAMCO; Jeff Elin, PG&E; Dale Thigpin, CALAMCO; Bob Brown, CALAMCO; Dylan George, PG&E

Since 2009, PG&E has given the green award every year to a company in the area that has demonstrated innovation and environmental stewardship by taking advantage of the programs PG&E offers to become more efficient, reduce energy usage, lower peak demand when energy needs are greatest, reduce greenhouse gas emissions, and do all of this while saving money.

CALAMCO was the proud recipient of the 2013 PG&E Green Award for our recent efforts in energy efficiency, demand

response and self-generation. We were recognized by PG&E for being very active in energy efficiency with projects saving 90 KW of load and approximately a million kwh, earning incentives totaling \$90,000. In mid-2012, we repowered our cogeneration unit which has produced 3.5 million kwh; greatly reducing our demand on the utility grid.

We have also participated in PG&E's demand response programs in which we agree to reduce our energy usage when demand on the grid is highest. Some notable energy efficient projects include: Variable Frequency Drives installed on pumps and chillers, new efficient LED lighting fixtures for all outdoor lighting, and new efficient fluorescent lighting installed in all offices. PG&E sites CALAMCO's efforts resulting in savings equivalent to 861,000 pounds of avoided CO2 emissions, which equates to removing 82 cars from the road annually and enough energy savings to power 196 homes for a year.

CALAMCO would like to thank PG&E for honoring our company with the 2013 Green Award.

Emergency Preparedness and Response

The extensive flooding in Colorado shows the importance of preparation for emergencies both at work and at home. September 2013 marks the tenth annual National Preparedness Month, sponsored by the Federal Emergency Management Agency in the US Department of Homeland Security. One goal of Homeland Security is to educate the public about how to prepare for emergencies, including natural disasters, mass casualties, biological and chemical threats, radiation emergencies, and terrorist attacks.

In collaboration with the American Red Cross, CDC's Web site, <http://www.bt.cdc.gov/preparedness/> identifies and answers common questions about preparing for unexpected events, including:

- Developing a family disaster plan
- Gathering emergency supplies

- Learning how to shelter in place
- Understanding quarantine and isolation
- Learning how to maintain a healthy state of mind

Get an Emergency Kit

If disaster strikes your community, you might not have access to food, water, or electricity for some time. By taking time now to prepare emergency water supplies, food supplies and a disaster supplies kit, you can provide for your entire family.

Reminder – Our Annual Ammonia Safety Awareness and Emergency Response Training at the Stockton Fire Department Training Center is scheduled for October 7 – 11, 2013. Information and registration material have been mailed. Please feel free to contact us for additional information regarding this valuable training.

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