

FALL 2017

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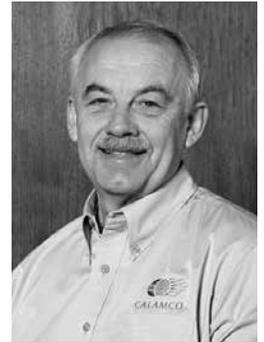
MESSAGE TO SHAREHOLDERS

It will soon be time for year-end reporting of your fertilizer purchases. Use Report Forms will be mailed to members the last week of October.

We encourage members to utilize the on-line reporting feature. Details for reporting on-line are provided within this issue. If you choose to mail your Fertilizer Use Report Form, we encourage you to keep a copy of the form for your records, and **mail the report yourself to ensure the report has been sent in a timely manner.** The deadline for reporting is December 1, 2017.

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.

As we enter fall planting season, world market nitrogen prices appear to have hit bottom and are beginning to firm. We do not anticipate prices to reach the levels they were this Spring, but will likely increase from our current level sometime late fall. ■



Bob Brown
President / CEO



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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, 2017.** You can still mail the Use Report Form, but we are encouraging you to report on-line. The deadline for mailed Use Reports is the same – it must be postmarked by December 1, 2017.
- **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. The link to set up direct deposit is <http://calam.co/direct>

You can begin entering your purchases on-line on October 26, 2017. Please note that the purchase period is November 1, 2016 through October 31, 2017. The on-line reporting system is secure, requiring you to provide a password to log in and access your information. Reporting on-line gives you the additional flexibility to edit your fertilizer report if needed. Please contact the office to make any changes after December 1, 2017.

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

- Go to the CALAMCO website – www.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 on-line. Contact Pam Martin by email at pam.martin@calamco.com or by phone at 800-624-4200. If you are a current on-line user simply go to www.calamco.com and log in. ■



SAFETY AWARENESS AND EMERGENCY RESPONSE TRAINING

Once again CALAMCO has provided awareness and emergency response training for customers, law enforcement, emergency responders, and regulators in all aspects of the use of anhydrous ammonia in agriculture.

Three half days of meetings hosted by the Stockton Fire Department have seen sixty to seventy guests each day review the use of anhydrous ammonia. Health and safety awareness, fire department hazardous materials operations capabilities, emergency response needs at the most basic level, group analysis of various scenarios, and an enlightening talk on nurse tanks have been the venue.

Major stress on the need to proactively reach out to

emergency response, law enforcement and regulatory personnel prior to any incident has been the theme throughout the training. Suggested activities have included facility tours, tabletop exercises and drills on realistic incidents to permit industry and responders to work together towards common goals: the prevention of incidents, effective response when necessary, and rapid recovery following an incident.

CALAMCO has also sponsored the participation of Stockton FD Hazmat personnel in the Ammonia Safety Training Institute 32-Hour classes held in Marina and Fort Ord. These classes are presented by industry experts covering all facets of ammonia handling, mishaps, response, mitigation and recovery as well as hands-on activities during live releases of anhydrous ammonia.

CALAMCO has been providing sessions such as these for more than twenty-five years in partnership with the Stockton Fire Department, and collectively we have benefited tremendously from this relationship. ■

ELECTIONS TO BE HELD IN DISTRICT FOUR

Elections for the Director to serve on CALAMCO's Board will be held this coming year in District 4, which encompasses the Central Coast and the 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 December 1, 2017. ■

SIX STEPS...

Continued from back cover

4. Develop preventative measures: The National Institute for Occupational Safety and Health (NIOSH) lists five controls in order of effectiveness: elimination, substitution, engineering controls, administrative controls and personal protective equipment.

5. Document and communicate findings: findings must be communicated to all employees otherwise the effort has been wasted and employees will not benefit from the effort and avoid the risks. Employees must be able to link hazard to task to control clearly to avoid ambiguity, and this is accomplished through effective training.

6. Get help if needed: electronic EHS risk analysis programs are available to help and can be combined with incident management software solutions to provide oversight of all aspects of an incident. ■

(By Glen Trout. Excerpted from EHS Today, September 2017)

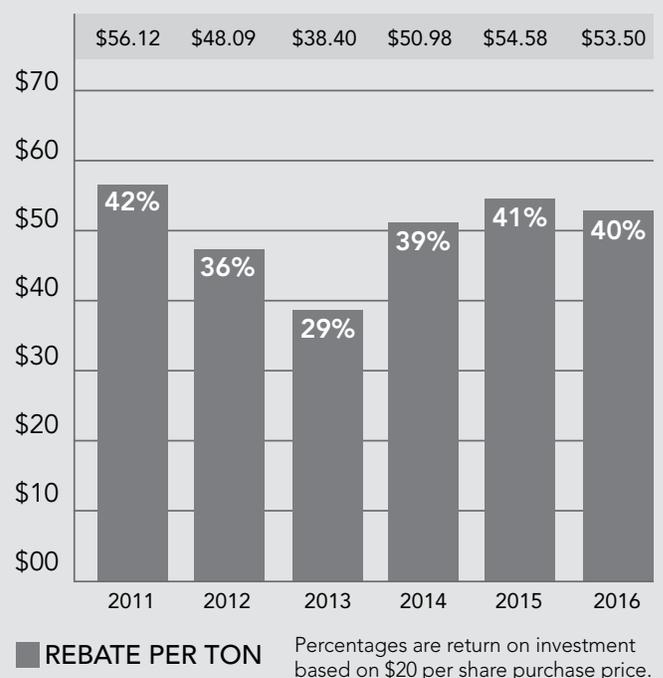
2017 REBATABLE PRODUCTS

PRODUCT	N-P-K	NH ₃
Anhydrous Ammonia	82-00-00	100%
Ammonium Sulfate	21-00-00	26%
Aqua Ammonia	20-00-00	24%
Ammonia Nitrate 20% (AN20)	20-00-00	24%
Calcium Ammonium Nitrate (CAN 17)	17-00-00	21%
Ammonium Phosphate Sulfate	16-20-00	20%
BEST Turf Supreme	16-06-08	20%
Agropell Triple 15	15-15-15	18%
FUSN Fused-Safe Nutrients	26-00-00	16%
Agropell Triple 12	12-12-12	15%
Agropell Tree N Vine	12-08-16	15%
Urea-Ammonium Nitrate Solution (UAN32)	32-00-00	13%
Ammonium Poly Phosphate	10-34-00	12%
Agropell XB	06-24-2	7%

PLEASE NOTE: Not all nitrogen is rebatable.
Please check with your fertilizer dealer.

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. ■

AVERAGE SIX-YEAR RETURN: 38%



SIX STEPS TO COMPLETING AN EFFECTIVE JOB SAFETY ANALYSIS

Effective risk management starts with identifying and addressing hazards before incidents occur.

When these hazards are not fully understood, it is very difficult to keep employees safe. Performing JSAs, updating them regularly and providing employees access to findings generates greater awareness of safety risks. The following steps are critical to an effective JSA.

1. Which job to analyze: selecting the job(s) to analyze is not easy, time and resources limit the scope of the task, as does the fact that each analysis will have to be revised as new equipment, materials, processes and environments appear.

Here we prioritize: highest injury or illness rates; highest potential for injury or illness; where one simple human error could lead to severe consequences; new jobs or processes or ones where changes have occurred; and complex jobs requiring written procedures.

2. Job task breakdown: identify the tasks required to perform the job, if more than ten break the job into smaller elements. Breakdown should be done through direct observation by an EHS professional or job supervisor. Tasks must be identified to identify risk.

3. Identify hazards: tasks must be identified and questions asked regarding unique potential hazards and work environments associated with each job. Employees performing the jobs should be consulted and controls developed to limit the potential for environmental or safety incidents.

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



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