

# CALAMCO

*progress*

FALL 2018

## CALAMCO EXECUTIVE STAFF

PRESIDENT AND  
CHIEF EXECUTIVE OFFICER  
Bob Brown

VICE PRESIDENT  
CHIEF FINANCIAL OFFICER  
Dan Stone

DIRECTOR OF MARKETING  
Alice Inderbitzin

REGIONAL MANAGER  
Natalie Foss

DIRECTOR OF  
REGULATORY AFFAIRS  
Martin Jeppeson

## CALAMCO BOARD OF DIRECTORS

CHAIRMAN OF THE BOARD  
Case Van Steyn

Bardin Bengard  
Doug DeVaney  
Alan Freese  
Klaas Hutter  
Darron Page  
Douglas Stone

## MESSAGE TO SHAREHOLDERS

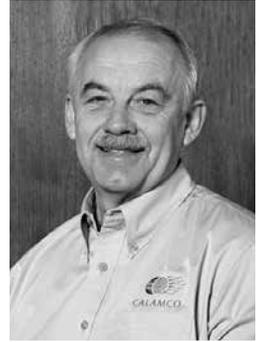
I want to take this opportunity to thank all CALAMCO shareholders, customers, employees, Board of Directors, and service providers for the outstanding support I have received over the past eleven and a half years that I have served as CALAMCO's President and CEO.

My retirement from CALAMCO at the end of December will end forty-five years working in the agriculture industry; first in dairy, and now in fertilizer. I have greatly enjoyed the opportunity to work with growers and producers across the country from Wisconsin, Pennsylvania, Ohio, California, and numerous other states. One thing they all share is their dedication to feed the world's population utilizing the best technology and crop inputs, while at the same time giving us the safest food supply in the world.

During my career, I have been blessed to work with some truly wonderful staff members. They have been dedicated to helping the growers and producers in the ag industry achieve their goals, and continually improve efficiencies to ensure the sustainability of the industry throughout our country.

Our industry continues to be challenged by ever-changing regulatory requirements, labor shortages, and customer requirements. I am certain my successor, Dan Stone, former CFO of CALAMCO, along with CALAMCO staff, Board of Directors, and our strong group of suppliers, will continue to meet the challenges and move CALAMCO onto even greater success in the years to come.

Again, many thanks for your support, and the years of allowing me to help make your company a success! ■



**Bob Brown**  
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, 2018.** 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, 2018.
- **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, 2018.** Please note that the purchase period is November 1, 2017 through October 31, 2018. 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, 2018.

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](http://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](mailto: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](http://www.calamco.com) and log in. ■

## JAPANESE DELEGATION DISCUSSION AND TOUR

On August 7, 2018 CALAMCO hosted a group of four Japanese researchers and engineers who were visiting the United States to learn about anhydrous ammonia handling, transferring and transporting.

Design methodology, construction standards and regulatory requirements were a principle part of the discussions. The group included Kazutaka Hiraoka with the Technology Innovation Center, JGC Corporation in Yokohama, Takaya Kanda with the LNG, Power & Engineering Business Unit, Osaka Gas in Osaka, Naoki Hattori with the Project Development Promotion Unit, JANUS in Tokyo, and Yoshinori Kosuge with the Environmental Management Unit, JANUS in Tokyo. Their expertise includes environmental issues, engineering, gas and electric power and R&D.

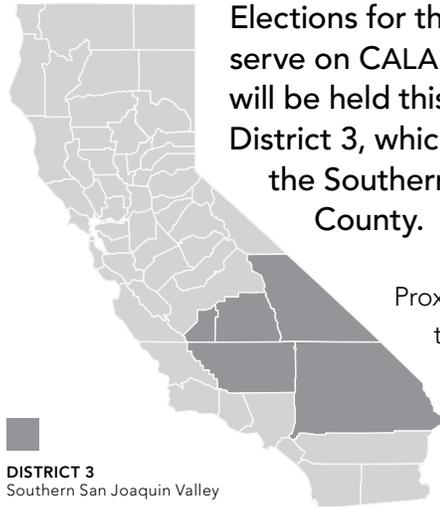
Their research is looking at hydrogen energy carriers, such as anhydrous ammonia, leading toward a low



carbon society and is part of a national program in Japan. This program is keyed toward minimizing greenhouse gas emissions without sacrificing economic growth through the development of innovative technologies. The end goal is to realize a low-carbon society.

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# ELECTIONS TO BE HELD IN DISTRICT THREE



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 County.

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 Doug DeVaney, 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, 2018. ■

## JAPANESE DELEGATION

The visit consisted of a morning discussion on topics identified by the visitors followed by a tour of the Stockton terminal with further explanation of operations, equipment, design and security. A large amount of information was shared during the day resulting in a very successful meeting. Any discussions between those of different cultures and languages are somewhat difficult, especially when sharing technical issues; in this regard we were fortunate to have the assistance of Ms. Erina Hayashi, a self-employed interpreter, to ensure our communications in both directions were relayed correctly. ■

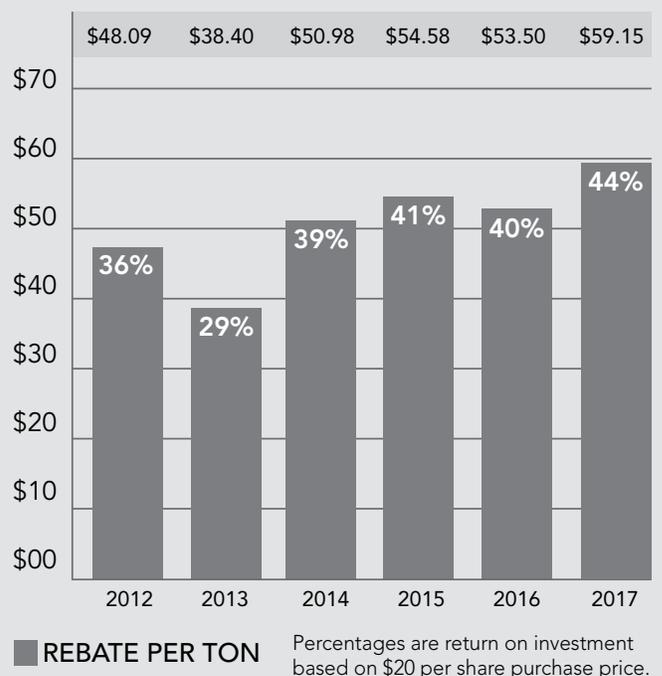
## 2018 REBATABLE PRODUCTS

PRODUCT	N-P-K	NH <sub>3</sub>
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%
Ammonium Poly Phosphate	10-34-00	12%
Urea-Ammonium Nitrate Solution (UAN32)	32-00-00	7%
Agropell XB	06-24-24	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%



## ELECTRICAL SAFETY

**Working near or with electrical sources can be a very dangerous as most people have limited knowledge of electrical safety standards.**

It is important to understand that the standards have been written because of real events that have seriously or fatally injured those who come in contact with a power source. Electricity is in use everywhere at both at work and at home. If you are like most people, you take it for granted. But everyone must take some basic precautions when working with electrical equipment, tools and appliances. When possible try not to use electrical devices near water or wet surfaces. In wet or outdoor locations, Ground Fault Circuit Interrupter's (GFCI's) should be present. These devices are specifically designed to stop an electrical current if it senses an electrical imbalance/hazard.

A few more safety tips to keep in mind:

- Grounded or double-insulated? Most electrical tools and equipment in use today are either grounded or double-insulated. A grounded tool has a 3-prong plug and the center prong is the ground.
- Never use a tool if the center prong is broken or missing. Double-insulated tools have just two prongs. But they are built in a special way so that the electricity inside the tool cannot escape to the user's hand, which can cause an electrical shock. Inspect tools daily to be sure the cords and plugs are safe to use.
- Is it safe? It pays to assume that all electrical circuits you encounter are live and lethal, which includes the cords on the tools you use as well as extension cords. If a cord is frayed or damaged, take out of service immediately (at home, throw the item away).
- Never attempt to repair any electrical system yourself unless you have the proper training or qualifications.
- Remember, electricity is dangerous and if improperly utilized can prove to be lethal. Always be aware and alert around electrical systems and you can keep yourself and those around you safe and injury free. ■

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

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The logo for CALAMCO, featuring the word "CALAMCO" in a bold, blue, serif font. To the left of the "A" is a stylized tree icon with a yellow and orange flame-like top.