

# CALAMCO

*progress*

FALL 2020

## 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

## 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

We are now in the final quarter of our 2020 fiscal year, and at this time, we are still tracking on target with our projected rebate of \$35 per ton. Use Report Forms will be mailed to members the last week of October. We continue to encourage members to utilize the on-line reporting option. As previously advised, you will receive an additional \$1 per ton rebate by reporting on-line as opposed to mailing in a form. Please be sure to hit the "submit" button when reporting on-line. We also advise you to print a copy for your records.

We are pleased that so many of you have signed up for ACH (direct deposit) payment for your rebate, which will add another \$1 per ton to your rebate. If you wish to sign up for direct deposit, there is still time, but please do so prior to December 1.

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 2020 fiscal year. Any changes will then have to wait until after rebates have been paid in early 2021. ■



**Daniel Stone**  
President / CEO

## *what's inside*

- 2** • CALAMCO Purchases New Ammonia Trailers
- The Time to Report Fertilizer Purchases is Quickly Approaching
- 3** • Rebate Per Ton Breakdown
- 2021 Changes to UAN32 Rebate
- Elections to be Held in District 1
- 4** • First Responder Preparedness - Fall 2020

A PARTNERSHIP WITH GROWERS

---

## CALAMCO PURCHASES NEW AMMONIA TRAILERS

CALAMCO has received its first R-Grade (refrigeration grade) NQT (non-quenched tank) trailer. CALAMCO supplies R-Grade anhydrous ammonia to the Industrial market through an established industrial distributor base. The acquisition of this new trailer allows CALAMCO the ability to assist with the delivery of R-Grade product.

CALAMCO has also ordered an additional twenty-five C-Grade (commercial or "Ag" grade) QT (quenched tank) trailers. This will bring our total C-Grade fleet to fifty trailers. The new trailers are currently in production and scheduled to arrive in Stockton over the 2020 Fall/Winter time-frame. This will allow us ample time to get trailers ready to service customers for our 2021 Spring season.

Additionally, we have been busy meeting with various carriers, and are currently signing new Sub-Hauler Transportation Agreements to ensure a smooth, and continuous delivery of product to our customers. ■



(Above) CALAMCO's new R-Grade NQT trailer.



(Left) Dale Thigpin, CALAMCO Director of Operations and Ruben Chavez of Chavez Trucking, signing new Sub-Hauler Transportation Agreement.

---

## 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, 2020.** 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, 2020.
- **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](http://calamco.com) and either mail or email to [pam.martin@calamco.com](mailto:pam.martin@calamco.com) by December 1.

**You can begin entering your purchases online November 1, 2020.** Please note that the purchase period is November 1, 2019 through October 31, 2020. 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, 2020.

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](http://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](mailto:pam.martin@calamco.com) or by phone at 800-624-4200. If you are a **current online user** simply go to [www.calamco.com](http://www.calamco.com) and log in. ■

## REBATE PER TON BREAKDOWN BY PRODUCT

Our rebate per ton is based on a per ton of Anhydrous Ammonia (NH<sub>3</sub> 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 <sub>3</sub>	\$35 REBATE
Anhydrous Ammonia	82-00-00	100%	\$35.00
Aqua Ammonia	20-00-00	24%	\$8.40
Ammonia Nitrate 20% (AN20)	20-00-00	24%	\$8.40

PRODUCT	NPK	NH <sub>3</sub>	\$35 REBATE
Ammonium Sulfate	21-00-00	26%	\$9.10
Calcium Ammonium Nitrate (CAN17)	17-00-00	21%	\$7.35
Ammonium Phosphate Sulfate	16-20-00	20%	\$7.00
BEST (Turf Supreme)	16-06-08	20%	\$7.00
Agropell Triple 15	15-15-15	18%	\$6.30
FUSN Fused-Safe Nutrients	26-00-00	16%	\$5.60
Agropell Triple 12	12-12-12	15%	\$5.25
Agropell Tree N Vine	12-08-16	15%	\$5.25
Ammonium Poly Phosphate	10-34-00	12%	\$4.20
Urea-Ammonium Nitrate Solution (UAN32)*	32-00-00	7%	\$2.45
Agropell XB	06-20-20	7%	\$2.45

\*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.

### 2021 CHANGES TO REBATE CALCULATIONS ON UAN32

CALAMCO will continue to provide coverage on UAN32 provided by the J.R. Simplot Company at the rate of 7% per ton through the end of our 2020 fiscal year, which means UAN32 reported this year will continue to provide shareholder coverage. CALAMCO is planning to enter the UAN32 market at some point in our 2021 fiscal year, therefore shareholder patronage will only be provided on product purchased through CALAMCO. Since we will not have product available at the onset of our new fiscal year which starts November 1, 2020, there is the possibility we will have a "skip" year, in which UAN32 will not carry coverage. Once we enter the market, CALAMCO UAN32 will carry coverage on the ammonia portion of nitrogen at 19% per ton, which was the rebatable nitrogen content on UAN32 when it was manufactured utilizing our ammonia. ■

### ELECTIONS TO BE HELD IN DISTRICT 1

**Elections to serve** on CALAMCO's Board will be held this coming year in District 1, which encompasses Northern California counties. Proxies will be mailed to all members in early January and are due back by early February. Only Class A shareholders in District 1 are eligible to vote for the director in that district. The current director in District 1 is Alan Freese who will be seeking re-election.

Service on the CALAMCO Board of Directors does require time and commitment from Directors who are expected to attend all meetings. The meetings are on the third Thursday of June, August, October, December, and the third Wednesday in February (annual meeting). If you are a shareholder in this district and are interested in more information or in submitting your name to our nominating committee, please contact our corporate office by phone at 800-624-4200 no later than November 16, 2020. ■

## FIRST RESPONDER PREPAREDNESS – FALL 2020

In September, CALAMCO hosted twenty Hazardous Materials Technician certified responders from various fire departments throughout northern California to participate in plant familiarization and hands-on ammonia release training. Situational awareness and plant familiarization are the critical elements for responders in establishing the best course of action in an emergency. The best preparedness comes from activity-based training scenarios. CALAMCO employees discuss and review railcars, and likely causes of transportation leaks, with firefighters. This type of training benefits first responders by presenting real-life emergency scenarios with relevant skill-building activities. This practice is educational for firefighters, as well as CALAMCO employees, as they learn what first responders need to mitigate potential emergencies safely. ■



Questions or comments can  
be forwarded to CALAMCO  
at (800) 624-4200  
[www.Calamco.com](http://www.Calamco.com)

RRSRT STD  
US POSTAGE  
**PAID**  
SACRAMENTO CA  
PERMIT 604

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