

# CALAMCO

*progress*

SPRING 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

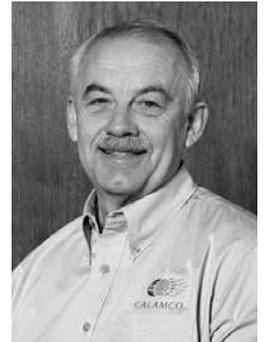
Bardin Bengard  
Doug DeVaney  
Alan Freese  
Klaas Hutter  
Darron Page  
Douglas Stone

## MESSAGE TO SHAREHOLDERS

Though nitrogen prices on the world market increased substantially over the past several months, we have not yet adjusted our wholesale price to retailers.

We do anticipate an increase in pricing for our Spring season, however the good news is that as we approach spring, we have begun to see the market weaken somewhat. Therefore, we may not need to increase prices quite as much as we had initially thought. With that said, nitrogen prices should remain comparable to this time last year.

Rebate checks were mailed to participating members in January for our 2017 fiscal year. We paid out a dividend of \$59.15 per ton of ammonia equivalent. That equates to a 44% return on investment for those members that purchased their stock at \$20 per share ■



**Bob Brown**  
President / CEO

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A PARTNERSHIP WITH GROWERS



## **CALAMCO WELCOMES STEVE BURGIN VICE PRESIDENT OPERATIONS**

Steve is a graduate of the University of Utah with a degree in Chemical Engineering. During his career, he has had the opportunity to work in cities across the nation.

Most recently, Steve was Plant Manager with Orion Engineered Carbons in Orange, TX. Prior to that, he was employed with Dyno Nobel (Incitec Pivot Limited) for over 31 years. Steve has broad experience in the production of nitric acid and ammonium nitrate using anhydrous ammonia in multiple plants. His experience also includes managing R&D solutions for military & commercial explosive applications, lean manufacturing & TPS tools. He was Plant Manager for a unique explosives plant in the US overseeing 300 employees, and co-manufactured explosives and nitrating acids for several multi-national companies. He has also consulted internationally in Canada, Mexico, Turkey, and Australia.

Steve has been an avid runner for more than three decades. A dedicated family man, he has been married to his wife Teri for over 37 years. Together they have raised five natural born children, and later in life adopted three boys (brothers), one of whom is still living at home (Kevin - 15 yrs. old). They have 10 grandchildren residing in Colorado, Connecticut, Florida and Utah.

Steve finds joy in serving others. After Hurricane Harvey hit Texas recently, he spent every weekend for three months gutting flooded homes down to the studs for needy home owners. He also supports the communities he lives in, and has served on city committees, School Board, Regional Progress Council, coached many youth sport teams, directed a city soccer program, and served in local and district BSA roles.

Steve grew up on an orchard farm, and is very happy to now be working to assist and improve the livelihood of farmers. He believes all things are possible to the person who innovates, and that each person alive has incredible potential.

**We are extremely pleased to welcome Steve to CALAMCO, and believe he will be a wonderful asset to our team. ■**



## **CALAMCO OFFERS A \$1000 SCHOLARSHIP**

Just a reminder that CALAMCO is offering a scholarship to our shareholders and their immediate family.

Students who are graduating high school seniors and plan to continue to college or university, majoring in agriculture or an ag-related field. This offer is valid to current high school seniors planning to attend a college or university in the fall of 2018 or spring of 2019.

The application is available in PDF format on our website at [www.calamco.com](http://www.calamco.com), under the news/events tab. Mail the completed form to our corporate office: CALAMCO, 1776 West March Lane, Suite 420, Stockton, CA 95207. **Applications must be postmarked by April 13, 2018.** We will notify the recipient of the scholarship by May 4, 2018. ■

## 2018 CALAMCO REGIONAL SHAREHOLDER DINNERS

Approximately 450 people attended this year's regional shareholder dinners which were held at the Double LL Steakhouse in Visalia, F. McLintocks in Shell Beach, Ting's Refuge in Yuba City and the Heritage Dining and Provisions at the Waterloo Gun & Bocce Club in Stockton. These venues continue to please the palate with delicious food and attentive staff.

Following dinner, guests were presented with a brief overview of our past year by CALAMCO's President, Bob Brown, who also gave a brief outlook for the coming year and addressed various questions by our members.

As always, we end the evening by giving away a large assortment of wonderful door prizes. We would like to extend our sincere thanks to the fertilizer dealers that donated door prizes for the dinner in their area. CALAMCO's management always looks forward to meeting with customers and members at these events. Thank you to all who were able to attend. ■



## BACK PAIN AT WORK

*Continued from back cover*

For most healthy adults, the Department of Health and Human Services recommends at least 150 minutes a week of moderate aerobic activity or 75 minutes a week of vigorous aerobic activity — preferably spread throughout the week — and strength training exercises at least twice a week.

Also, if you smoke, quit. Smoking reduces blood flow to your lower spine, which can contribute to spinal disc degeneration and slow healing from back injuries. Coughing associated with smoking can also cause back pain.

### PREVENTING BACK PAIN AT WORK

You can take steps to avoid and prevent back pain and injuries at work:

- **Pay attention to posture.** When standing, balance your weight evenly on your feet. Don't slouch. To promote good posture when sitting, choose a chair that supports your spinal curves. Adjust the height of your chair so that your feet rest flat on the floor or on a footrest and your thighs are parallel to the floor. Remove your wallet or cellphone from your back pocket when sitting to prevent putting extra pressure on your buttocks or lower back.
- **Lift properly.** When lifting and carrying a heavy object, lift with your legs and tighten your core muscles. Hold the object close to your body. Maintain the natural curve of your back. Don't twist when lifting. If an object is too heavy to lift safely, ask someone to help you.
- **Modify repetitive tasks.** Use lifting devices, when available, to help you lift loads. Try to alternate physically demanding tasks with less demanding ones. If you work at a computer, make sure that your monitor, keyboard, mouse and chair are positioned properly. If you frequently talk on the phone and type or write at the same time, place your phone on speaker or use a headset. Avoid unnecessary bending, twisting and reaching. Limit the time you spend carrying heavy briefcases, purses and bags. Consider using a rolling suitcase.
- **Listen to your body.** If you must sit for a prolonged period, change your position often. Periodically walk around and gently stretch your muscles to relieve tension.

**Back pain can plague your workdays and free time. You're not stuck with it, though.** Examine your work environment and address situations that might aggravate your back. Even simple steps to ease back pain are steps in the right direction. ■

## PREVENTING BACK PAIN AT WORK

Whether it's dull and achy or sharp and stabbing, back pain can make it hard to concentrate on your job. Unfortunately, many occupations — such as nursing, construction and factory work — can place significant demands on your back. Even routine office work can cause or worsen back pain. Understand what causes back pain at work and what you can do to prevent it.

### COMMON CAUSES OF BACK PAIN AT WORK

A number of factors can contribute to back pain at work:

- Force. Exerting too much force on your back — such as by lifting or moving heavy objects can cause injury.
- Repetition. Repeating certain movements, especially those that involve twisting or rotating your spine, can injure your back.
- Inactivity. An inactive job or a desk job can contribute to back pain, especially if you have poor posture or sit all day in a chair with inadequate back support.

### BACK PAIN AND LIFESTYLE FACTORS

Of course, factors such as increased weight or poor physical condition also can contribute to back pain. There are certain factors you can control such as focusing on

maintaining a healthy weight, which minimizes stress on your back.

Start by eating a healthy diet. Make sure you get enough calcium and vitamin D. These nutrients can help prevent osteoporosis, a condition that causes your bones to become weak and brittle and is responsible for many of the bone fractures that lead to back pain.

Combine aerobic exercise, such as swimming or walking, with exercises that strengthen and stretch your back muscles and abdomen. Exercises like tai chi or yoga can increase your balance and strength and decrease your risk of falling and injuring your back.

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

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