

CALAMCO

progress

SPRING 2022

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MESSAGE TO SHAREHOLDERS

Following a challenging, but successful, 2021 fiscal year, we are increasing our 2022 patronage rebate target from \$35 per ton to \$50 per ton. As you know, patronage is payable on CALAMCO supplied products (anhydrous ammonia, aqua ammonia, and AN20) and any upgraded products which contain CALAMCO-supplied anhydrous ammonia. You can refer to the interior table to see the expected rebates by product.

The Board of Directors recently decided to adjust the patronage system to better comply with CALAMCO's Bylaws. This has the direct impact of increasing the overall 2022 patronage rate, which is the basis for the \$15 increase in our target.

Ammonia prices, as measured by the Tampa index, are currently over four times higher than they were in January 2021 and are at all-time highs. The global supply system is now also dealing with the impacts of the Russian invasion of Ukraine, on top of continuing high natural gas prices, new import duties on UAN, and significant plant outages.

While we were hopeful costs would pull back before the spring season, the shut-down of all exports from Russia through the Yuzhnyy Port in Ukraine could put significant upward pressure on global prices. According to industry sources, Russia supplied about 30% of the global ammonia trade in 2021. ■



Daniel Stone
President / CEO

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A PARTNERSHIP WITH GROWERS

CALAMCO OPENS NEW TRANSFER YARD IN BAKERSFIELD

As the demand for anhydrous ammonia delivered to southern California has grown, CALAMCO made the decision to open a new transfer hub in Bakersfield. The Bakersfield area is a central location that makes it possible for drivers to make the long haul to the southern part of the state by breaking up the haul, allowing drivers to return home each night.

CALAMCO was able to work with its customer, Buttonwillow Warehouse, who had the perfect location for our desired transfer yard. The yard is adjacent to their retail facility and has a small office located on the site. CALAMCO was able to add security fencing, cameras, and solar lighting to ensure the location is secure. CALAMCO purchased two new tractors, and hired our first truck driver, Dave Gongora in December of 2021. We have now hired a second driver, John O'Neil, who will also be based out of the Bakersfield location.



Drivers are able to make the haul from Bakersfield to Stockton to load and return to Bakersfield the same day. They can then make the haul to southern California and return to Bakersfield the next day. In addition, CALAMCO has purchased two new AN20 trailers, which will give drivers the ability to assist with hauling AN20 to customers if there are no anhydrous ammonia loads scheduled. ■



CHANGE IN HOW WE SEND OUT PROXIES

In order to hold our Annual Meeting, which is a legal requirement, CALAMCO is required to receive a quorum of votes by members. Proxies are sent to all members in late December and due back to our office prior to the Annual Meeting which is always held mid-February. The only business conducted during this meeting (which typically lasts all of five minutes), is the approval of minutes, and approving the election of Class A and Class B Director's (class A are only voted on by the members in that particular district).

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2022 SHAREHOLDER DINNERS CANCELLED

As soon as invitations had been mailed in the beginning of January, we became aware of the growing concern created by the spike in the Covid-19 variant Omicron virus. We had to make the unfortunate decision to cancel the dinners that were scheduled in January and February. Though it was a difficult decision to make, we didn't think it would be responsible for us to proceed with the scheduled dinners at that time.

We tried to notify shareholders that had mailed in their reservations, and posted a notice on our website, but unfortunately, there were a few members that we were not able to reach and did not get the message. We understand there were some members that showed up to the dinner not realizing that they had been cancelled. We apologize for any inconvenience this may have caused, and we look forward to seeing you all in 2023! ■

CALAMCO OFFERS \$1000 SCHOLARSHIP



Just a reminder that CALAMCO is offering a scholarship to our shareholders and their immediate families, who are graduating high school seniors and plan to continue to college, majoring

in agriculture or an ag-related field. This offer is valid to current high school seniors planning to attend college in the fall of 2022 or spring of 2023.

The application is available in PDF format on our website at 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 2, 2022.** We will notify the recipient of the scholarship by May 2, 2022. ■

RUBEN BRAVO RETIRES



A luncheon was held at the Stockton Terminal to celebrate the retirement of Ruben Bravo, a 20-year veteran at CALAMCO.

Ruben was born in Colusa in 1957 and grew up in Marysville, as one of ten children. In 1976, Ruben joined the Marine Corps, where he was deployed to Japan his first year in service. Much of that time was spent on various ships. The last two years of his service he spent in Barstow, California, leaving the military in December of 1979.

Upon returning home, he attended community college in Marysville. Ruben decided to move to Sacramento, where he took his first job as a limousine driver for a Cadillac dealership. He enjoyed that job very much, meeting many interesting people.

His next job was as a truck driver working for CR England Trucking Company, driving all over the country as a long-haul driver. He took jobs with various trucking companies moving up with each job change. Eventually Ruben took a job driving for Button Transportation, which is how he first came to know of CALAMCO. He determined that it would be a great company to work for, therefore being employed with CALAMCO became his goal.

At the time, it was CALAMCO's policy not to hire Button employees, as Button was a major carrier for our product. Knowing this, Ruben left Button and took a job with J.R. Simplot Company as a truck driver. He worked there for a short period of time for them before applying for a job with CALAMCO. Ruben began his career as a truck driver with us in May of 2002, which has been his career for the past 20 years.

Ruben purchased a home in Stockton in 2009, which is where he still resides. In his retirement he is looking forward to relaxing. He enjoys being active by going to the gym and riding his bike. He plans to join a church, make new friends, and get a German Shephard. CALAMCO has been Ruben's family for the past 20 years where he has made life-long friends. We wish Ruben much happiness in his well-deserved retirement. ■

PRODUCT REBATE PER TON

Our rebate per ton is based on a per ton of Anhydrous Ammonia (NH₃ 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 ₃	\$35 REBATE	\$50 REBATE
Anhydrous Ammonia	82-00-00	100%	\$35.00	\$50.00
Ammonium Sulfate	21-00-00	26%	\$9.10	\$13.00
Aqua Ammonia	20-00-00	24%	\$8.40	\$12.00
Ammonia Nitrate 20% (AN20)	20-00-00	24%	\$8.40	\$12.00
Calcium Ammonium Nitrate (CAN17)	17-00-00	21%	\$7.35	\$10.50
Ammonium Phosphate Sulfate	16-20-00	20%	\$7.00	\$10.00
BEST (Turf Supreme)	16-06-08	20%	\$7.00	\$10.00
Agropell Triple 15	15-15-15	18%	\$6.30	\$9.00
FUSN Fused-Safe Nutrients	26-00-00	16%	\$5.60	\$8.00
Agropell Triple 12	12-12-12	15%	\$5.25	\$7.50
Agropell Tree N Vine	12-08-16	15%	\$5.25	\$7.50
Ammonium Poly Phosphate	10-34-00	12%	\$4.20	\$6.00
Agropell XB	06-20-20	7%	\$2.45	\$3.50

CHANGE IN HOW WE SEND OUT PROXIES *...Continued from page 2*

In an attempt to streamline efforts (while saving paper), CALAMCO decided to try a new approach to mailing proxies to members this year by utilizing e-Ballot, which offers the service of voting by email and tracking the results. They send out weekly reminders to those that have not yet voted, and provide us with updates on votes cast and unvoted.

Since this was a bulk email, some of the emails either went directly to members spam file, or were disregarded as an unknown mass email. CALAMCO staff had to contact many of you, to resend the email link in order to vote.

We would like to thank all of you that voted. The concept of using eBallot is a good one, and we hope to utilize them again in the future. Meanwhile, we are working on a way to avoid this bulk email from ending up in your spam folder! ■

BE PREPARED FOR SPRING

The growing season is just around the corner, and preparedness will be key to a productive season. Regular employees who have been active all year may be working next to seasonal employees who have either been away for months or are new to agriculture. In either case, teamwork and watching out for each other is essential. Be sure new employees are properly trained and outfitted correctly to protect them from potential hazards. By working together, we can ensure a safe and productive season for everyone. ■



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

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