

SUMMER 2013 • CALAMCO.COM

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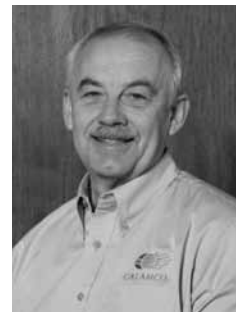
MESSAGE TO SHAREHOLDERS

As a supplier, it is difficult to plan for seasons that are either unusually early or unusually late. Unlike last year, where we had a significant amount of rain in April, this year was unusually dry and warm, which translated into an extremely busy season much earlier than it has been in recent years. Warm weather allowed growers to start working ground significantly earlier than normal, and by the second half of March, we were already starting to move product.

Although it is great to have an early season, which allows growers plenty of time for planting, it can also create a few problems. Typically vessels are scheduled to arrive regularly throughout April and May, which is our busiest season of the year. However, if we experience a wet April, we run the risk of not being able to discharge vessels when they arrive because there isn't enough storage available. If the opposite occurs, and we have an unusually early season, we run the risk of running out of inventory prior to the vessel's arrival.

As soon as it was apparent that this season was exceptionally early, we worked with our supplier in an attempt to speed up the vessel which was initially scheduled to arrive May 1. In addition, we were able to negotiate a supplemental shipment which was to arrive in Stockton prior to that shipment. Unfortunately, shipping schedules can be difficult to control. Not only was our regular shipment delayed, the supplemental vessel that was scheduled to bring us product earlier was forced to wait at the loading dock due to extremely heavy congestion, and was also delayed.

We did have to closely monitor inventory and trucking schedules for approximately one week. Once the vessel arrived, we were able to ship product in full force. We would like to extend our sincere thanks to all of our customers for their patience and cooperation. Your support is appreciated!



BOB BROWN
PRESIDENT/CEO

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A PARTNERSHIP WITH GROWERS

CALAMCO Awards \$1000 Scholarship to Gage Willey Of Nicolaus



Gage Willey

We would like to congratulate Gage Willey as the recipient of CALAMCO's \$1000 Scholarship for 2013. Gage is a 2013 Graduate of East Nicolaus High School, graduating with a 4.13 grade point average! Gage impressed us, not only with his academic achievements, but with his involvement throughout his years in High School, holding the position as elected class president all four years, as well as his involvement and achievements in FFA, Band, and sports, to name a few. Gage plans to attend California Polytechnic State University in San Luis Obispo this fall, majoring in Plant Sciences.

Because we had so many exceptional applications for this year's scholarship, it was extremely difficult to pick just one. We decided to award two additional scholarships for \$500 each. The recipients of the \$500 scholarships were Natalie Massa of Willows, and Jana Colombini of Linden. Both of these young ladies stood out, not only as exceptional students, but they were also extremely involved in a variety of organizations, as well as sports, while continuing to maintain strong grade point averages. Both Natalie and Jana also plan to attend Cal Poly in San Luis Obispo this fall.



Natalie Massa



Jana Colombini

Our sincere Congratulations to these scholarship recipients!

We would like to thank all of the students that applied to CALAMCO for this year's scholarship. They have all worked very hard throughout their academic career, and plan to further their education in agriculture. Our industry is extremely fortunate to have so many bright and ambitious students pursuing careers in our industry!

Anhydrous Ammonia Safety Program



In an effort to ensure that everyone using anhydrous ammonia has the necessary information to be in compliance regarding storage and transportation, The Western Plant Health Association has created checklists which have been made specific to the type of storage that may be in use. The checklists include a DOT MC 330 and 330 NH₃ cargo tank inspection form, self-inspection safety form for portable/mobile storage tanks, and a self-inspection safety checklist form for stationary storage tanks.

The lists, relevant regulations and other helpful tools are now available on our website at www.calamco.com under the Safety tab.

CALAMCO Recognized by Union Pacific Railroad for Transportation Safety

CALAMCO is the proud recipient of this year's Pinnacle Award, in recognition for our consistent focus on the safe handling and transportation of anhydrous ammonia through our facility in Stockton.

The Pinnacle Award program, which began in 1996, is open to all Union Pacific hazardous material shippers, including chemical and petrochemical customers. Criteria include safe-loading techniques, securement of shipments and zero NARs. A non-accident release is an unintentional release of hazardous material during transportation not caused by an accident or train derailment. NARs consist of leaks, splashes and other releases from improperly secured or defective valves, fittings, safety relief devices and tank shells.

Union Pacific Railroad named 63 companies as annual Pinnacle Award recipients for chemical transportation safety. The award recognizes Union Pacific customers that implemented successful prevention and corrective plans and achieved a rate of zero non-accident releases (NARs) for regulated hazardous materials shipments.

This is the third time that we have received the Pinnacle Award from UP. The award was presented to Dale Thigpin, Terminal Manager, and Craig Hinchman,



Award presented to Craig Hinchman and Dale Thigpin

Environmental Health and Safety Manager, during the Railroad's annual conference and awards banquet.

Non-accident releases of hazardous material in tank cars have declined more than 13 percent on Union Pacific's network from 2004-2012, due in part to increased inspections by the railroad's hazardous materials safety field personnel and customers adhering to the Pinnacle Award criteria. Information regarding the Pinnacle Award program was found at http://www.uprr.com/newsinfo/releases/safety/2013/0514_pinnacle.shtml

David Martella Named New Board Member for District 4



David Martella was recently appointed as interim Director to represent District 4 (Coast/Imperial Valley) in a special meeting held by the CALAMCO Board of Directors. David Martella lives and farms in Salinas with his wife, Melissa. They have been married 23 years and have two sons, ages 18 and 16.

David graduated from California State University, Fresno in 1988 with a B.A. degree in Agriculture Business. He is the President of Martella Farming Company, Inc. and

currently farms 2100 acres. His family started in the dairy business in the Salinas Valley in 1880, but switched to farming in 1910. The main crops include iceberg lettuce, romaine lettuce, broccoli, cauliflower, celery, brussel sprouts, artichokes, and spinach.

David was a member of Class XXII of the California Agricultural Leadership Program and served 10 years on the Ag Leadership Alumni Board. He is a past director of the Agriculture Education Foundation and served six years on the Board of the Monterey County Farm Bureau, as well as five years on the Monterey Country Agricultural Board and Advisory Board. David also served two terms on the Monterey County Fair Board.

We are pleased to welcome David as a new Director, and would like to take this opportunity to thank Sig Christerson for his years of service to CALAMCO.

GHS – What is it and are you ready for it to start?

GHS stands for Globally Harmonized System, a new description for the CalOSHA hazard communication regulation. The hazard communication regulation emphasizes workplace safety and requires employers to inform their employees of the hazardous substances to which they are exposed at the job site. Requirements for developing, implementing, and maintaining a hazard communication program are found in Title 8 of the California Code of Regulations (T8 CCR), Section 5194. There is a transitional period built into implementation of this program. Here are some of the key compliance dates to keep in mind:

December 1, 2013. All employees must receive training on how to read Safety Data Sheets in the GHS format. Specific training requirements can be found through a variety of sources including the CalOSHA website.

June 1, 2015. All labels will be required to have pictograms, a signal word, hazard and precautionary statements, the product identifier, and supplier identification.

December 1, 2015. Distributors may ship products labeled by manufacturers under the old system (MSDS) until this date.

June 1, 2016. Update alternative workplace labeling and hazard communication program as necessary, and provide additional employee training for newly identified physical or health hazards.



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