

CALAMCO

progress

SUMMER 2019

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Dave Dufault
Alan Freese
Klaas Hutter
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MESSAGE TO SHAREHOLDERS

Though we all know how much we needed the rain, this year it seemed as if it would never quit!

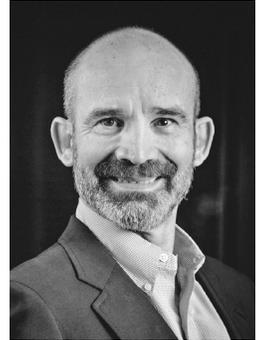
The unusually wet weather delayed planting in Northern California. Once the season began in early May, we were off to a great start. We needed a good week to ten days to get most of the rice in when planting was cut short by – you guessed it...more rain!

The unusually cool, wet weather also delayed planting in the southern San Joaquin Valley. With that, we expect to be behind on sales as compared to last year. However through end May, we are only tracking about 6% behind our 2018 fiscal year on total sales.

As we approach our final quarter, our marketing team has been diligently working on stock sales and transfers. If you need to adjust the way your stock is registered, now is the time. In addition, if you are interested in purchasing additional stock, or know someone who is interested in becoming a CALAMCO member, please contact our office. We will put you in contact with the appropriate person to assist you.

We have mailed out letters to all growers who did not report any fertilizer use, or did not file a fertilizer use report in 2018. If you are no longer actively farming and wish to list your stock for sale, please contact our office. Per our by-laws, you must use nitrogen or nitrogen-based fertilizer to qualify as a member.

In 2018, only 9% of our shareholders received rebate checks via direct deposit. The rest received checks in the mail. In 2019, growers that opt to receive their rebate payment via direct deposit will receive an additional \$1 per ton. At this time, 19% of our members have signed up for direct deposit. There is still plenty of time to sign up, but we encourage you to do so as soon as possible. Visit our website at calamco.com and click on the link to sign up. ■



Daniel Stone
President / CEO

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A PARTNERSHIP WITH GROWERS

CALAMCO AWARDS **FOUR \$1000 SCHOLARSHIPS**

This year we are pleased to award four \$1000 scholarships to these well deserving, graduating seniors. All four have demonstrated outstanding achievements throughout their academic years and have expressed a desire to further their education in order to pursue a career in agriculture.



MARK PANDOL

Mark is a 2019 Graduate of Garces Memorial High School in Delano, graduating with a 4.86 GPA. Mark plans to attend Virginia Tech, with the goal of obtaining a degree in Mechanical Engineering. Mark has always had a passion for building and developing mechanical devices, which began in his younger years as a hobby. He would like make a career out of doing what he loves by helping to design innovative agricultural equipment that will help make advances in farming, and develop solutions to the problems facing our farmers in California as well as abroad.



EMMA DOHERTY

Emma is a 2019 Graduate of Pierce High School in Arbuckle, graduating with a 4.19 GPA. She has been very involved with her community in Arbuckle. Emma has been active in 4-H for 10 years, serving as club officer and president. She has also served as Colusa County Ambassador. She plans to attend Cal Poly, San Luis Obispo this fall, majoring in Wine and Viticulture. Her family farms grapes and almonds, and her goal upon graduation is to help expand her family's wine business.



ELI BRODEN

Eli is a 2019 graduate of Turlock Christian High School, graduating with a 4.11 GPA. He is planning to attend California Baptist University in Riverside this fall, majoring in Mechanical Engineering. He would like to use his degree in an ag-related field, such as working on his family's almond huller/sheller, or perhaps with a company that develops tractor equipment and accessories. He has always been interested in designing systems and equipment to be the best it can be, and hopes to be able to apply his passion and knowledge for that purpose.



ANDREW DETTLING

Andrew is a 2019 graduate of Christian Brothers High School in Sacramento, graduating with a 3.82 GPA. He grew up working on the family farm, and loved playing football and participating in track throughout high school. He plans to attend the University of San Diego this fall, majoring in Business Administration. After graduation, his goal is to return home to his family farm in Northern California, and eventually take over the family business. ■



DAVE DUFAULT JOINS CALAMCO BOARD

CALAMCO would like to welcome Dave Dufault of the J.R. Simplot Company to the Board of Directors.

Dave grew up on a small grain and soybean farm in Northwest Minnesota. He received his Bachelor of Science degree in Agronomy from North Dakota State University, Fargo, North Dakota. In 1989, he joined Simplot Soilbuilders, now known as Simplot Grower Solutions, as a Crop Advisor at the East Grand Forks, Minnesota location. In 2002, he was appointed Unit Manager of the East Grand Forks location and soon thereafter, Area Manager for the Red River Valley. In June of 2007 Dave was promoted to Vice President/General Manager of the AgriBusiness Retail Division and relocated to Boise, ID. In June of 2018, Dave moved to VP of the Wholesale Division overseeing Ag Fertilizer, Industrial and Feed Phosphates, and Silica sand business.

Dave and his wife, Terri Beth, reside in Boise. ■

CALAMCO 35 YEAR VETERAN RON MADDOCK RETIRES

CALAMCO management and staff, along with family and friends, gathered together at a luncheon on March 29th to celebrate the retirement of Ron Maddock.

Ron was born in Torrance, California, the youngest of four boys. Growing up in Southern California, Ron was an avid surfer. When he was a sophomore, they moved to Kentucky where Ron graduated from Campbell County High School. Ron's very first job was driving truck for a pallet company.

When Ron was 18, they moved back to Southern California, where he again found a job driving truck. He was happy to be back near the ocean so that he could surf again! His new job brought him to Northern California on a regular basis. In 1982, they ended up moving to Northern California, and Ron started working

for Bulk Transportation, which was a major carrier of anhydrous ammonia. Ron worked in shop maintenance and would work on anhydrous ammonia trucks. He would bring the trucks to preload at the CALAMCO terminal, and in 1984, he took a job with CALAMCO as a Loader. He moved his way up from Loader to Lead-Man, then in 2002, transitioned to Plant Maintenance.

Ron met his wife Judy in 1983 through 4-H. They both had a love of animals, and soon realized they had a lot in common. They have a son, Jerry, and daughter Shelley, as well as

two grandsons, Rob and Nick. They enjoy life in Valley Springs living on their 10-acre ranch, where they have raised pigs, goats, cows, chickens, etc. They enjoy camping, fishing, and traveling, and will now have plenty of time to enjoy their family, and many hobbies in retirement.

Congratulations Ron! Your smiling face, witty one liner's, and infectious, cheerful personality will be missed by all. We wish you much happiness and relaxation for many years to come! ■



CALAMCO WELCOMES MATTHEW DUAIME, ENVIRONMENTAL HEALTH AND SAFETY MANAGER

We are pleased to introduce Matthew Duaime as our new Environmental Health and Safety Manager (EHS). Before coming to CALAMCO, Matt had been a public safety professional for over 26 years. For 22 of those years he has worked for the City of Stockton Fire Department serving the Citizens of Stockton. Matt was responsible for

Stockton Fire Department Operations for 2.5 years as a Deputy Fire Chief. The position of Deputy Chief oversees and manages Emergency Operations and Emergency Planning for the city and county. Additional responsibilities include administratively managing Urban Search and Rescue, Hazardous Materials, Water Rescue, Wildland firefighting, and Tactical Medic team operations and deployments. Additionally, Matt led the Division of Occupational Safety and Health for the Fire Department. This newly created division within the Fire Department provides leadership in proactive, safe work practice program development and loss prevention analysis as it relates to employee illness/injury and worker compensation claims. Matt holds a bachelor's degree in business administration and is pursuing a master's degree in Occupational Health from Columbia Southern University

Matt was born in Green Bay Wisconsin and raised in the East Texas (Tyler) area most of his childhood years. Matt has been married to his lovely bride, Crystal, for 29 years. They have two adult children, Devin and Ashley.

Matt serves as a board member at the Stockton Emergency Food Bank, and the United Way of San Joaquin. Matt and Crystal both enjoy backpacking, working on their property in Acampo, and spending time at the ocean. ■

WHAT WE ANTICIPATE SELDOM OCCURS; WHAT WE LEAST EXPECT GENERALLY HAPPENS

Now that the busy season (April-June) is over, not as many trucks are on the highway, and activity has slowed down. People might say: "Time to take a break", however, this is not the time to slow down or take a break. We need to remember everything we've been told to be aware of: personal protective equipment, chemical awareness, safe driving habits, and all the other safety issues that we are reminded of all the time.

Whenever we forget that it only takes a fraction of a second to go from being safe and sound to becoming a patient who is getting transported to an emergency room, that is precisely what can happen. Remember: what we anticipate seldom occurs; what we least expect generally happens. It is important to be aware of everything and everyone around us at all times. On job sites, and in yards, make sure you observe your surroundings every day. Where is the shower and eyewash; which way is the wind blowing; who do I call if there is a problem; is all my equipment in good working condition; do I have everything I need to get the job done safely?

When your safety coordinator/safety manager asks you to correct something, in the back of his or her mind, may be the thought that "Asking me to overlook a simple safety violation would be like asking me to compromise my entire attitude toward the value of your life." Employees are the most important part of any company - help your company look after YOU. ■

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

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