

CALAMCO

progress

SUMMER 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

This spring proved to be a challenging one for your cooperative. Our inbound supply ship which was scheduled to arrive in Stockton April 27 was delayed at its interim stop at Fertinal Mexico due to an outbreak of COVID-19. The plant was forced to evacuate 3,094 workers from marine installations as part of the company's measures to prevent the spread of the disease.

The ship was unable to depart Mexico for Stockton until it could unload approximately 9,000 tons of product. This was necessary in order to lighten the ship's draft, and allow it to sail up the San Joaquin River. As soon as our supplier was aware of the situation, they light-loaded a second ship, which sailed from Trinidad on April 23, arriving in Stockton the afternoon of May 8.

Our inventory is always at capacity prior to April in anticipation of our busy season. A typical year starts around mid-April and last through late May, with the strongest demand at the end of April and in early May. In 2019, we experienced a series of storms throughout northern California for most of April so our busy season didn't begin until early May. In contrast, dry weather this spring had growers working ground much earlier than normal making the vessels timely arrival of April 27-28 crucial as inventory ran extremely low. In fact, in 2020 we had shipped twice as much product by April 23 as we had in each of the previous five years.

We realized our vessel would be delayed on April 23, and immediately began allocating product on April 24. Even so, inventory became so low that we were no longer able to load trucks a few days prior to the vessel's arrival. Had this event occurred in a year like any of the previous five years, we would have had adequate inventory to get us through until the vessel's arrival, even with the delay. It's fair to say, this year proved to be "The Perfect Storm".

Once the vessel arrived and we began offloading product into our storage, we were able to resume shipping at full capacity. ■



Daniel Stone
President / CEO

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A PARTNERSHIP WITH GROWERS

CALAMCO AWARDS THREE \$1000 SCHOLARSHIPS

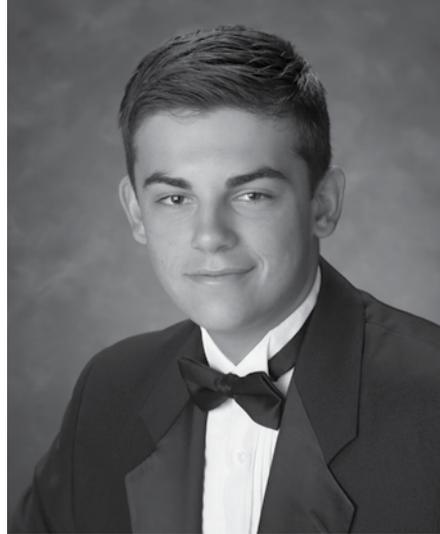
This year we are pleased to award three \$1000 scholarships to these well deserving, graduating seniors. Each of these scholarship recipients has demonstrated outstanding achievements throughout his academic years and has expressed a desire to further his education in order to pursue a career in agriculture.



KARLI LUNDBERG

Karli is a 2020 graduate of Orcutt Academy High School, graduating with a 4.34 GPA. While in high school Karli was active in golf, soccer, track and field, National Honors Society, California Scholarship Federation, and was an Outdoor School Counselor.

Karli plans to attend Cal Poly, San Luis Obispo this fall, majoring in Agriculture Systems Management. Karli has a love for agriculture and has enjoyed volunteering to help teach youth about farming and how our food is grown. She would like to pursue a career that will help educate the public about the importance of agriculture. ■



BRAEDEN SOUTHAM

Braeden is a 2020 graduate of Durham High School, graduating with a 3.96 GPA. While in high school Braeden was active in sports, playing football, basketball, and baseball. He was also active in FFA serving as Chapter Officer, California Scholarship Federation, Interact (a volunteer organization affiliated with Rotary), and Boys Block D

Braeden plans to attend Cal Poly San Luis Obispo this fall majoring in Agriculture Systems Management to continue pursuing his passion for agriculture. Braeden has enjoyed working on his family farm and hopes to spend his summers working at home. ■



JOURNEY CLAYCAMP

Journey is a 2020 Graduate of Sierra Pacific High School in Hanford, graduating with a 3.9 GPA. While in high school, she was active in FFA, serving as Chapter Officer all four years. She was a member of Sierra Pacific Business Finance Pathway, Future Business Leaders of America and Varsity Golf.

Journey plans to attend Cal Poly, San Luis Obispo this fall majoring in Agricultural Communications. Her goal upon graduating from Cal Poly would be to obtain a job in marketing or public relations for an Ag based Company. ■



UPDATE YOUR SHAREHOLDER ACCOUNT

Late summer to early fall is the perfect time of year to update your shareholder account. If you are interested in purchasing additional shares or would like us to re-evaluate your stock based on fertilizer usage; we are happy to assist. If you need to change the way your stock is registered, or update an address or phone number, now is the time. If you would like to sign up for online reporting or direct deposit, we can assist you. Please contact our office at your earliest convenience. ■

J.R. SIMPLOT APPOINTS TWO NEW DIRECTORS TO CALAMCO BOARD



G.REY REINHARDT

G.Rey has served as Simplot's Vice President of Business Development and Optimization for AgriBusiness since 2019 after joining the company as the Senior Director of Operations for Simplot Grower Solutions in 2018.

G.Rey has spent the majority of his professional career working in the agricultural sector. Before joining Simplot, G.Rey served in numerous roles with progressive scopes of responsibility for Agrium and Crop Production Services from 2007 until 2018, including in-house legal counsel with a focus on mergers and acquisitions, Director of Wholesale Business Development, Senior Director of Environment Health, Safety and Security, Vice President of Operational Excellence, Head of Greenfield Growth, and Vice President of Retail Operations. Prior to 2007, G.Rey worked as an attorney with the majority of his time being spent assisting clients in the agricultural sector on both corporate and litigation matters.

G.Rey is a proud Idaho native who comes from a small, rural community where he learned to appreciate the hard work and rewards of farming. He enjoys contributing to a family-owned agricultural company that has deep roots in his home state and a philanthropic spirit. Outside of work, G.Rey spends as much time as possible outdoors with his wife and three children. ■



CHRIS SHELDEN

As Vice President of Wholesale Sales, Chris Shelden leads the Simplot Agribusiness Wholesale Sales team. The team is responsible for sales and marketing of Simplot procured products into four different market segments: Ag retail fertilizers, the animal feed industry, chemical distribution and general manufacturing and the flat and container glass, grout, insulation and foundry segments.

After earning her B.S. degree in Food and Nutrition and Dietetics from the University of Idaho, she spent several years in her early career as a Registered Dietitian in the Health Care industry. Chris has been with Simplot for over 30 years, and has worked in a variety of positions within both Agribusiness and the Food Group, primarily in Sales and Marketing. Chris started her Simplot career in the Food Group handling customer complaints and developing the company's nutritional labeling program.

Chris is married and has one daughter and two stepsons. Prior to, and hopefully post COVID, her position at Simplot requires a great deal of travel and time on airplanes. So in her free time, she enjoys trying out new restaurants and new wines, spending time with family and friends, and any time in the great outdoors hiking, biking, running, and skiing. ■

SUMMER SAFETY SENSE!!!

CALAMCO's highest priority is the safety of our team members and their families. We would like to share some "Safe at Home" tips and reminders.

Please keep these tips in mind as you and your family enjoy summer vacations, camping, picnics, reunions, and the Fourth of July!

Summer Safety Reminders and Fire Prevention Tips:

- Build campfires 25 feet away from camping tents, shrubs, and anything flammable.
- Keep outside fireplaces and firepits at least 10 feet from your home and other buildings.
- Use propane grills, stoves, and charcoal BBQ's outside. Indoor use can create carbon monoxide poisoning.
- If you want to see a fireworks display - Go to a public show put on by the experts!
- Always wear a helmet and bright colors when riding a bicycle.
- Monitor for heat emergencies. Shade and hydration with water is the best prevention.
- Always ensure children have adequate adult supervision when around water.
- Never swim near a boat launching or ramp boat marina.
- Always swim with a buddy and wear an approved life jacket when boating.

From all of us here at CALAMCO, have a memorable, and safe, summer season! ■

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

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