



PROGRESS

WINTER 2012

A PUBLICATION OF CALAMCO

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Message to Shareholders

We are pleased to report that our 2011 fiscal year was not only another successful year for CALAMCO, but one of our best. Your staff is currently processing the Product Use Reports that have been received in our office, and we expect to mail patronage checks around mid-January to all participating members.

Meanwhile, our 2012 fiscal year is off to a great start! Once again, we had a busy fall season due to stronger commodity prices on crops such as wheat and cotton. As we reported in our last Progress issue, suppliers were predicting stronger pricing for our fall season due to the strong demand for fertilizer, along with a tightened world supply. We did realize a short up-tick in world pricing which affected pricing on vessels we received in the November/December time frame. Fortunately, pressure has eased on world demand which has caused world pricing to decline. Though winter months tend to be traditionally slower for product movement, we are hopeful that pricing will continue to weaken, allowing us to take advantage of some lower pricing as we gear up for Spring.

With that said, we hope that each and every one of you enjoyed a wonderful Holiday Season, and we look forward to another great year in 2012!



BOB BROWN, PRESIDENT/CEO

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A Partnership with Growers

Britz Fertilizers, Inc. - An Exceptional History



Albert and Helen Britz at Five Points in 1952 with children; David (left), Linda and Martin.

Albert Britz was born and raised in Berlin, Germany. As the Nazi party began their rise to power in the early 1930's, he realized that he would not be able to receive an education in his own country due to religious persecution. At age 18, he decided to leave his homeland in search of a better life in America.

Arriving in California in 1936 with just \$20 in his pocket, Albert found a job working for Crown Zellerbach Paper Company in San Francisco. Mr. Zellerbach and Albert became good friends. Working his way through U.C. Berkeley, Albert earned a degree in Chemistry. While there, he also met Helen Davis, and the couple married in 1945. He went on to earn an advanced degree in Chemistry from Stanford University.

Albert's first job was working at Chemurgic in Turlock where he made jellyfish bombs for the military during WWII. In 1948, Albert and Helen began their own business at the Port of Oakland, where they made liquid fertilizer mixes. They filled 55 gallon barrels with the fertilizer mix and would ship the barrels to Fresno to a salesman who would then sell the product to farmers. This arrangement worked well until 1952 when the salesman developed pneumonia and was unable to continue.

Ever ambitious, Albert borrowed \$500 from Bank of America, for which his father-in-law had to co-sign, purchased a truck, and started selling fertilizer on his own. He built a small white house (which also served as his office) in Five Points and moved there with his oldest son David, age 8, while his wife Helen stayed in Oakland with their two younger children, Linda and baby Martin. He built an aqua converter, spending his nights running the converter, and days calling on customers. By the end of his life in 1986, Britz Fertilizers, Inc. had grown to include six retail branches (Five Points, Madera, Firebaugh, Traver, Parlier, and Hanford) with 28 salesmen, and annual revenue of \$60 million.

During this timeframe, David attended U.C. Davis, earning a degree in Agronomy. In addition, believing that his father intended to sell the fertilizer business, he studied and earned an advanced degree in Optometry. Needless to say, the sale of the fertilizer business didn't occur, and David began working with his father at Britz Fertilizers in 1974. After his father passed away, David, who had already been overseeing the day to day operations, took over management as President of the retail fertilizer operations.

After 56 years in business as an independent family owned operation, the Britz family decided to sell the retail fertilizer operations. Over the years, various companies had expressed interest in purchasing the business, however the J.R. Simplot Company was successful in reaching an agreement; purchasing 80% of the retail operations in 2008, with the final 20% purchased in 2011, transitioning the retail facilities from Britz-Simplot Grower Solutions to Simplot Grower Solutions. Throughout it all, David has been involved, consulting to ensure a smooth transition; merging the two operations into one successful retail business. At the time of the sale, Britz Fertilizers, Inc. had expanded the retail branches to include Stockton, Santa Maria, and Bakersfield; adding 30 more to their sales staff, with retail sales exceeding \$280 million.

Though the story of Britz Fertilizers has come to a close, the Britz family is still very active in agriculture. Over the years, the family has also been expanding their farming operations, which has been managed by Albert and Helen's youngest son, Martin. Their daughter, Linda, has also been involved in the family business along with her husband, Bob Glassman. They farm a diverse array of crops including almonds, grapes, citrus, stone fruit, row crops such as onions and tomatoes, cotton, wheat, and alfalfa. They also own and operate a packing company called Sun West Packing located in Parlier, as well as a cotton gin in Five Points.

In October, 2011, David was honored with the "Lifetime Achievement Award" at the Western Plant Health Association's annual meeting held in Scottsdale, Arizona.



Right: David Britz receives 2011 Lifetime Achievement award at WPHA Annual Meeting

Employees Honored in 2011



Pictured from left to right: Martin Jeppeson, Abel Gutierrez, Cindy Chanhoy, Darin Peterson and Jeff Warrick.

Each year CALAMCO honors those employees that reach milestones in their years of employment. We were pleased to honor the following employees:

Jeff Warrick	20 years
Martin Jeppeson	15 years
Abel Gutierrez	10 years
Darin Peterson	10 years
Cindy Chanhoy	5 years

We would like to congratulate these employees, and thank them for their years of dedicated service.

Calamco Offers \$1000 Scholarship

CALAMCO is offering a scholarship to our **shareholders and their immediate family** (children), that are graduating high school seniors and plan to continue on 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 2012 or spring of 2013 (the scholarship would not apply at any later enrollment).

The application is available in PDF format on our website at www.calamco.com under the news/events tab. Just print out the application and mail it back to our corporate office at: CALAMCO, 1776 West March Lane, Suite 420, Stockton, CA 95207. Applications must be postmarked by April 20, 2012. We will notify the recipient of the scholarship by May 4, 2012.

Candidate For Director in District 2

Case Van Steyn currently serves as Chairman of the Board, and has been serving as a director for CALAMCO since 2000. He and his brother Paul own and operate a dairy farm in Elk Grove and in Galt, along with his son Russell who is a graduate of Cal-Poly San Luis Obispo. They currently milk 1000 cows and are engaged in raising corn, alfalfa and dairy cattle, as well as custom harvesting which he has been doing since 1964.

Case and his wife Christine have four children. He has served on a wide variety of boards and committees, which includes serving as a director on the Sacramento County Farm Bureau Board since 1974, and as President 1992-94. Case also served on the California Farm Bureau Board of Directors for 6 years and on the Western United Dairymen Board for 9 years. Case is a graduate of the California Agriculture Leadership Program, Class XVII, and has been a shareholder in CALAMCO since 1987. Case will be running for director in District 2 unopposed.

Proxies will be mailed to shareholders in early January. Only those shareholders residing in District 2 will be eligible to vote for the director in that district. Proxies are to be returned to our office on or before our Annual Meeting, which is scheduled to be held in our corporate office on February 15, 2012. Please note that we do require a quorum so we ask that you sign and return proxies back to our office as soon as possible.

2012 Regional Shareholder Dinners

Please plan to attend one of our annual shareholder dinners. The dates are as follows:

Monday, January 23, 2012	The Maxwell Inn, <i>Maxwell</i>
Wednesday, January 25, 2012	Double LL Steakhouse, <i>Visalia</i>
Thursday, January 26, 2012	Madonna Inn <i>San Luis Obispo</i>
Tuesday, February 14, 2012	Waterloo Gun & Bocci Club, <i>Stockton</i>

Send in your reservations early! We strive to make this a fun and informative evening. So, if you haven't attended one of these meetings in the past, make it a point to be there!

Registration and cocktails will begin at 6:00 pm, and dinner will be served at 7:00 pm. The evening will conclude with a variety of door prizes, which have been donated by various fertilizer dealers. Please remember that guests are welcome and you are encouraged to bring a non-member. This is always an enjoyable evening for all, so please mark your calendars!



SAFETY

Thank You Announcement

CALAMCO would like to thank those who sent notes of encouragement and congratulations recently. Newspapers in Stockton and Lodi announced that our team had been awarded the **Company Safety Award** by the Central California Safety Council. We achieved this recognition due to the continuing focus on safety that is shown by all of our employees.

We are fortunate to have achieved another year with zero recordable injuries or accidents. As we welcome another holiday season we wish everyone a Merry Christmas and a Happy New Year!

Winter Safety Tips

Many people spend time outdoors in the winter working, traveling, or enjoying winter sports. Outdoor activities can expose you to several safety hazards, but you can take these steps to prepare for them:

- Wear appropriate outdoor clothing: layers of light, warm clothing; mittens; hats; scarves; and waterproof boots.
- Learn safety precautions to follow when outdoors.
- Be aware of the wind chill factor.
- Work slowly when doing outside chores.
- Take a buddy and an emergency kit when you are participating in outdoor recreation.
- Avoid traveling when the weather service has issued advisories.
- If you must travel, inform a friend or relative of your proposed route and expected time of arrival.
- Carry a cell phone.

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

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