

WINTER 2012 • CALAMCO.COM

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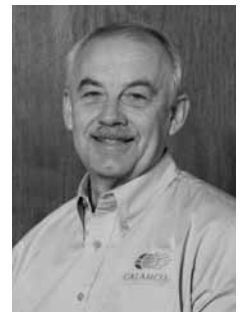
MESSAGE TO SHAREHOLDERS

Happy New Year! As you can see, CALAMCO has a new look! We decided that it was time to freshen up and simplify our company logo and what better time to reveal that than at the beginning of a new year!

We are pleased to report that 2012 has been another successful year for CALAMCO. Your staff is currently processing the Product Use Reports that were received and we expect to mail patronage checks around mid-January to all participating members. This year we were able to implement a new on-line reporting capability and many of you utilized this new feature. We hope that we will be able to grow that number significantly in future years!

Inside this issue we have included our dinner schedule and agenda for the upcoming dinner meetings that are scheduled to be held in early February. We will be happy to answer any questions that you may have about the new on-line reporting feature and will also have forms available for those members who have not yet supplied us with an email address. As previously advised, it is necessary for members to have an email address on file with our office in order to be able to log-in and report on line.

Meanwhile, our 2013 fiscal year is off to a great start! We hope that each and every one of you enjoyed a wonderful Holiday Season, and wish you a fruitful and prosperous new year!



BOB BROWN
PRESIDENT/CEO

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2013 Regional Shareholder Dinners

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

Tuesday, February 5, 2013	The Maxwell Inn, Maxwell
Wednesday, February 6, 2013	Double LL Steakhouse, Visalia
Thursday, February 7, 2013	Madonna Inn, San Luis Obispo
Wednesday, February 13, 2013	Waterloo Gun & Bocci Club, Stockton

Registration and cocktails will begin at 6:00 pm, and dinner will be served at 7:00 pm, and the meeting portion of our program will begin at 8:00 pm.

This year, we will provide members information about the new 4R Nutrient Stewardship Program. **William Herz**,

Director of Scientific Programs for the Fertilizer Institute (TFI) will give a brief presentation of what the 4R Nutrient Stewardship Program is about at the Maxwell, Visalia and San Luis Obispo meetings. **Dr. Robert Mikkelsen** will follow his presentation with the implementation of the 4R's at the Visalia and San Luis Obispo meetings, and will give both presentations at the Stockton meeting.

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 who may be interested in finding out more about CALAMCO. This is always an enjoyable evening for all, so please mark your calendars!

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!



William C. Herz, MPH

William Herz is the Director of Scientific Programs for The Fertilizer Institute (TFI). Mr. Herz, with over 19 years of professional experience, has a multidisciplinary background in risk management and

assessment, toxicology, public health, and environmental science. He has served on the Environmental Protection Agency (EPA) Science Advisory Board (SAB) panel on reactive nitrogen and currently serves on the USDA Agricultural Air Quality Task Force (AAQTF).

For TFI, Mr. Herz develops and manages risk and product stewardship programs, including research demonstrating the safety of fertilizers in farm systems and the environment, tracks and responds to regulatory developments, and assists in technical and compliance support with members. Prior to joining TFI Mr. Herz was a Senior Consultant for the law firm of Swidler, Berlin, Shereff, Friedman, supporting both the environmental and the insurance practice groups. Mr. Herz received a M.P.H. degree from the George Washington University in Environmental and Occupational Health and a BS from Cornell University in Biology.



Robert Mikkelsen, Ph.D

Dr. Mikkelsen became the Director of Western North America programs for the Potash & Phosphate Institute in 2002, which became the International Plant Nutrition Institute in 2007.

He was previously Professor of Soil Science at North Carolina State University (NCSU) in Raleigh and Soil Chemist at the National Fertilizer Development Center at Muscle Shoals, Alabama.

Widely known for his research and expertise in nutrient management, Dr. Mikkelsen has authored or co-authored numerous research publications and book chapters. In addition to basic agronomic and fertilizer technology, his research has included nutrient interactions with the environment, animal waste management, and nutrient budgets.

A native of California, Dr. Mikkelsen earned his B.S. degree in Agronomy/Soils at Brigham Young University in 1981, then received his Ph.D. in Soil Science at University of California, Riverside, in 1985.

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 2013 or spring of 2014 (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 19, 2013. We will notify the recipient of the scholarship by May 6, 2013.



Candidate for Director in District 1

Alan Freese currently serves as a Director for District 1 and has been serving as a Director for CALAMCO since 1998. He is also a past Chairman of the Board. Alan is seeking to serve another term on the board and is running unopposed as we did not receive nominations from any of our members residing in District 1.

Brad Baltzer is also up for re-election for his term as a Class B Director representing the J.R. Simplot Company. Brad has served as a Director on the CALAMCO Board since 1994.

Proxies will be mailed to shareholders in early January. Only those shareholders residing in District 1 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 14, 2013.

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.



Employees Honored in 2012



Pictured from left to right: Lee Gardiner, Bob Brown, Frankie Forney, Pam Martin and Vanessa Harris.

Each year CALAMCO honors those employees that reach milestones in their years of employment. In 2012 we were pleased to honor the following employees:

Larry Luis	25 years	Ruben Bravo	10 years
Pam Martin	20 years	Bob Brown	5 years
Vanessa Harris	10 years	Floyd Burns	5 years
Carol Bowen	10 years	Lanie Gil	5 years

Special recognition was given to Frankie Forney who has been working seasonally at our Sycamore Aqua Facility in Northern California for 35 years.

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

Ammonia Safety Awareness and Emergency Response Training



Once again, we were able to partner with the Stockton Fire Department to provide ammonia safety awareness and emergency response training. This valuable opportunity took place

during the week of October 8 and attendees included customers, emergency responders and representatives from a variety of regulatory agencies. A special thank you to Mike Machado and Ed Tobler of Stanislaus Farm Supply for providing equipment and their expertise in explaining nurse tank operations.

This special week of training is in addition to the presentations made available throughout the year in

response to customer requests. Please do not hesitate to contact us if we can assist your team in understanding how to work safely with ammonia. We encourage all of our customers to include local emergency responders in this training as it will allow them a better understanding of your operations. Involvement with first responders prior to an event will help a great deal in the event you need their assistance in the future.

We are also proud to let you know that we achieved another year with zero injuries in 2012. Each of our employees deserves a great deal of thanks for their continued focus on safety when performing our daily activities.

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

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