

WINTER 2014 • CALAMCO.COM

### PRESIDENT AND CHIEF EXECUTIVE OFFICER

Bob Brown

### VICE PRESIDENT OPERATIONS

Lee Gardiner

### DIRECTOR OF MARKETING

Alice Inderbitzin

### REGIONAL MANAGER

Natalie Foss

### DIRECTOR OF REGULATORY AFFAIRS

Martin Jeppeson

### CALAMCO 2012-2013 BOARD OF DIRECTORS

#### CHAIRMAN OF THE BOARD

Case Van Steyn

Brad Baltzer

Joel Barker

Doug DeVaney

Alan Freese

David Martella

Jeff Roesler

## MESSAGE TO SHAREHOLDERS

We hope that you enjoyed a wonderful Holiday Season, and wish you a happy and prosperous New Year! We would like to thank you, our customers and members, for your continued business and support in 2013. It is the reason CALAMCO has been able to remain successful, returning healthy dividends back to participating members each year.

Product Use Reports that were received have been processed, and we are currently working on calculating final year-end results. As usual, we expect to mail patronage checks around mid-January. We were encouraged by the increased number of members that utilized our new on-line reporting feature this year. We anticipate that number will continue to grow significantly over the next few years. It is our eventual goal to go paperless, with all fertilizer reporting done via the internet.

Within this issue we have included our dinner schedule and agenda for the upcoming dinner meetings which are scheduled for the end of January and early February. If you have not had the chance to attend in previous years, we hope that you will take the opportunity to attend one this year! We strive to make this an enjoyable evening, where members have the opportunity to visit with one another as well as with CALAMCO staff, and Directors serving on the Board. We look forward to seeing you there!



BOB BROWN  
PRESIDENT/CEO



## what's inside

- 2 ➤ CALAMCO Offers \$1000 Scholarship
- 2 ➤ Employees Honored in 2013
- 2 ➤ 2014 Regional Shareholder Dinners
- 3 ➤ Candidates for Director in District 4
- 3 ➤ CALAMCO Honors Jeff Roesler
- 4 ➤ Celebrate the Season and Safety

## 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 2014 or spring of 2015 (the scholarship would not apply at any later enrollment).



The application is available in PDF format on our website at [www.calamco.com](http://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 18, 2014. We will notify the recipient of the scholarship by May 2, 2014.

## Employees Honored in 2013



Front row -  
Davina Escalante and Francine Cabrera (l-r)

Back row -  
Greg Johnson, Robert Byers, Seth Wilkey and Craig Hinchman.

Each year CALAMCO honors those employees that reach milestones in their years of employment. In 2013 we were pleased to honor the following employees:

Robert Byers	25 years	Francine Cabrera	5 years
Carol Bowen	10 years	Craig Hinchman	5 years
Davina Escalante	10 years	Greg Johnson	5 years
Lanie Beliso	5 years	Seth Wilkey	5 years

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

## 2014 Regional Shareholder Dinners

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

Tuesday, January 28, 2014	The Maxwell Inn Maxwell
Wednesday, January 29, 2014	Double LL Steakhouse Visalia
Thursday, January 30, 2014	Madonna Inn San Luis Obispo
Wednesday, February 12, 2014	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.

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!

# Candidates for Director in District 4



Darron Page

**Darron Page** is Vice President Supply Chain, J.R. Simplot Company, AgriBusiness Group, and has been nominated as our newest Class B Director, replacing Jeff Roesler's seat.

Darron graduated Summa Cum Laude from Washington State University

in 1991 with a BA degree in Business Administration. He began his professional career with Ernst & Young as an auditor.

In 1992, Darron accepted a position with the J.R. Simplot Company as a retail accountant. From 1995 through 2002, he held a variety of other positions throughout the Company in accounting, finance, information technologies and internal audit. He became the Director of Financial Analysis (Corporate) in 2003 and maintained that position through 2010, when he took the position as Director AgriBusiness Retail.

Darron accepted the position as Vice President Supply Chain for the AgriBusiness Group in October 2012. He is responsible for leading the Supply Chain functions, and directs the activities associated with planning, supply, product procurement, importing, transportation, distribution, warehousing and customer service.

In 2006, Darron graduated from Boise State University with a Master of Business Administration.

Darron and his wife Tobie have two daughters, Britnee & Kylee. In his spare time he enjoys fly fishing, bird hunting, camping and keeping up with their Labrador Retrievers.



David Martella

**David Martella** was appointed as interim Director to represent District 4 (Coast/Imperial Valley) in a special meeting held by the CALAMCO Board of Directors this past year. 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, brussels 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 County Agricultural Board and Advisory Board. David also served two terms on the Monterey County Fair Board.

David 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 4.

*Proxies will be mailed to shareholders in early January. Only those shareholders residing in District 4 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 13, 2014.*

***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.***

## CALAMCO Honors Jeff Roesler

After six years of serving as a Class B Director on the CALAMCO Board, Jeff Roesler, of the J.R. Simplot Company, announced that he would be retiring from the Board upon the completion of this term.

Jeff joined the Board as a Class B Director in June of 2007. In his position as Vice President of Supply, Planning & Logistics, Jeff brought a tremendous amount of knowledge and expertise to the board. Jeff has recently been given a new assignment within the J.R. Simplot organization as Vice President, Specialty Business Units. As the Senior leader for

this AgriBusiness division, Jeff now directs the activities associated with Feed Ingredients, Jacklin Seed, Pro Products, Simplot Partners, Industrial Products and Silica.

We would like to congratulate Jeff on his new position within the Simplot Agribusiness organization, and thank him for his years of service on the CALAMCO Board.



Jeff Roesler

## Celebrate the Season and Safety

CALAMCO would like to thank all of our customers who took part in our ammonia awareness safety training in 2013. We realize the commitment that is required to set aside time from your busy schedules to bring your employees together for this valuable training. There is no current regulation requiring annual refresher training, but we look forward to visiting your facilities and sharing our presentation as often as you would like. We recommend providing the training every other year.

Please do not hesitate to contact us if we can assist your team in understanding how to work safely with ammonia. Our presentation provides general awareness of the hazards as well as information regarding the numerous benefits that ammonia provides in agriculture. When scheduling training at your facility, we encourage all of you to include local emergency responders in the training as it will allow them a better understanding of your unique operations. Involvement with first responders prior to an

emergency incident will help a great deal in the event you need their assistance in the future.

We enjoyed another great year of participation in the week-long Ammonia Awareness and Emergency Response Training in October which took place in partnership with the Stockton Fire Department. This even has already been scheduled for 2014 to be held during the first week in October. Those who attended this year saw that we changed the format somewhat for the benefit of those that come to Stockton every year. We have also begun discussions with the Kern County Fire District in an attempt to provide similar training in Bakersfield in 2014. **We would like to hear from customers in the southern region regarding this plan.** Would you be willing to participate in this 4-hour training? Does the September-November timeframe for scheduling such training make sense? Please contact us to provide suggestions on how best to provide ammonia awareness training to your employees.

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

PRESPORT STANDARD  
US POSTAGE  
PAID  
PERMIT 604  
SACRAMENTO CA

CALAMCO  
P.O. Box 7275  
Stockton CA 95267-9901