

WINTER 2017

**CALAMCO
EXECUTIVE STAFF**

PRESIDENT AND
CHIEF EXECUTIVE OFFICER
Bob Brown

VICE PRESIDENT
OPERATIONS
Lee Gardiner

VICE PRESIDENT
CHIEF FINANCIAL OFFICER
Dan Stone

DIRECTOR OF MARKETING
Alice Inderbitzin

REGIONAL MANAGER
Natalie Foss

DIRECTOR OF
REGULATORY AFFAIRS
Martin Jeppeson

**CALAMCO
BOARD OF DIRECTORS**

CHAIRMAN OF THE BOARD
Case Van Steyn

Bardin Bengard
Doug DeVaney
Alan Freese
John Malinowski
Darron Page
Douglas Stone

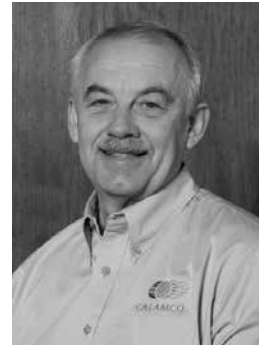
MESSAGE TO SHAREHOLDERS

We hope that you enjoyed a wonderful Holiday Season, and wish you a happy and prosperous New Year!

Product Use Reports that were received have been processed, and we are now calculating final year-end results. Patronage checks are on schedule to be mailed to participating members around mid-January.

Within this issue we have included our dinner schedule for the upcoming dinner meetings. If you have not had the chance to attend in previous years, we hope that you will take the opportunity to attend 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!

We would like to thank you, our customers and members, for your continued business and support. It is the reason CALAMCO continues to remain successful, returning healthy dividends back to participating members each year. ■



Bob Brown
President / CEO



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Pictured left to right: Case Van Steyn, Brad Baltzer and Bob Brown

BRAD BALTZER OF J.R. SIMPLOT COMPANY RETIRES

We would like to thank Brad Baltzer for his many years of service as a Director representing the J.R. Simplot Company.

Brad joined CALAMCO's board as a director in October of 1994 and has been a valued member for twenty-two years. Upon his recent retirement from the J.R. Simplot Company, he announced that he would also be retiring from his position on our Board of Directors. In August, the management and Board celebrated his retirement with a dinner held in his honor.

Doug Stone has been appointed to the board as Brad's replacement. Doug recently joined the J.R. Simplot Company as Vice President, Wholesale Sales with the Agribusiness division. Prior to this Doug served as President and CEO of Consolidated Sourcing Solutions; a partnership that procures and manages fertilizer for three large agricultural cooperatives located in South Dakota, Nebraska and Iowa. Doug also spent 21 years with Terra Industries, a global nitrogen manufacturing company, in a variety of executive sales, procurement and management roles. ■

ATTEND THE 2017 REGIONAL SHAREHOLDER DINNERS

Please plan to attend one of our annual shareholder dinners.

Wednesday, January 25, 2017

- Double LL Steakhouse, Visalia

Thursday, January 26, 2017

- F. McLintocks, Shell Beach

Tuesday, January 31, 2017

- Ting's Refuge, Yuba City

Tuesday, February 14, 2017

- Waterloo Gun & Bocce Club, Stockton

Registration and cocktails will begin at 6:00 pm, and dinner will be served at 7:00 pm. 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.

We look forward to seeing you at one of the above scheduled dinners. 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! ■



DAVID MARTELLA IN MEMORIAM: 1959-2016

We are deeply saddened by the recent passing of David Martella. David was a grower and owner of Martella Farming Company, Inc. He graduated from Fresno State with a degree in Ag Business and returned to Salinas to work on the family ranch. David married the love of his life Melissa and together they raised two sons, Ki and Blackie in the traditions of their ancestors-participating in the Rodeo and planning family vacations around growing seasons.

David served as a director on CALAMCO's board since April 2013. He was a tremendous asset to our Board, and will truly be missed. ■

BARDIN BENGARD JOINS CALAMCO BOARD

CALAMCO would like to welcome Bardin Bengard of Salinas as our newly appointed director for District 4, which consists of the coast and Imperial Valley.



Bardin serves as president of Bengard Ranch. The Bengard family has been farming in the Salinas Valley since the late 1850's. Their rich history led to the evolution of Bengard Ranch being one of the largest grower-shippers of vegetables in the United States. They take pride in being a consistent and reliable year-round supplier in California, Arizona, and Florida. We are extremely pleased with the background and knowledge that Bardin brings to our board. ■



CALAMCO OFFERS \$1000 SCHOLARSHIP

CALAMCO is offering a 2017-2018 scholarship to our shareholders and their children. Applicants must be graduating high school seniors planning to major in agriculture or an ag-related field. This offer is valid only to current high school seniors entering college or university in the fall of 2017 or spring of 2018.

The application is available in PDF format 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 14, 2017. We will notify the recipient of the scholarship by May 5, 2017. ■



Pictured from left to right: Darin Peterson, Shane Cartwright, Jeff Warrick, Cindy Chanhnoy, Martin Jeppeson

EMPLOYEES HONORED IN 2016

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

Shane Cartwright	5 years	Darin Peterson	15 years
Momolu Madave	5 years	Martin Jeppeson	20 years
Cindy Chanhnoy	10 years	Jeff Warrick	25 years
Abel Gutierrez	15 years		

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

ELECTIONS TO BE HELD IN DISTRICT ONE

Elections for the Director to serve on CALAMCO's Board will be held this year in District 1, which encompasses Northern California Counties. Proxies will soon be mailed to all members and are due back to our office by mid-February. Only Class A shareholders in District 1 are eligible to vote for the director in that district. The director in District 1 is Alan Freese, who will be seeking re-election.

Doug Stone of the J.R. Simplot Company is the Class B Director seeking election this year.

Proxies were mailed to shareholders in early December. 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, 2017.

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. ■

WINTER WEATHER

We are all looking forward to drought recovery and increased crop production with a robust rainy season, but winter time in California can deliver a variety of weather impacting each of us in many different ways:

1. Precipitation accumulation can lead to roadway damage, slick surface conditions, mud slides, and potential flooding.
2. Temperature levels can rise and drop causing roadways to stress, black ice to form, and increase the potential for slips, trips, and falls.
3. Heavy fog and snow can cause eye strain as well as disorient drivers, workers, pedestrians, and animals which make for some unwanted surprises on the roadway.
4. High winds during or after rain accumulation can cause drought stricken trees and shrubs to lose their structural integrity and fall, break, or slide.

These are just a few things that can impact our day to day operations at work as well as our personal lives and all can take power and/or phone service out completely. A proactive approach to survival of a major weather related event would be creating an emergency plan for home or on the road and setting aside a few specific necessities:

1. Bottled water (which might have to be rationed)
2. Flashlight (to see and be seen)
3. Battery operated radio (to keep up to date with the current information)
4. Extra batteries (for the flashlight and radio)
5. Emergency blankets and a change of clothes (should you get wet or cold)
6. Snacks that will provide longer burning energy (such as nuts)
7. Candles and matches/lighter

Create and share an emergency plan, allow plenty of travel time, create a survival pack, and communicate your location with loved ones as you travel. ■

Questions or comments can
be forwarded to CALAMCO
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