

CALAMCO

progress

WINTER 2018

CALAMCO EXECUTIVE STAFF

PRESIDENT AND
CHIEF EXECUTIVE OFFICER
Bob Brown

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
Klaas Hutter
Darron Page
Douglas Stone

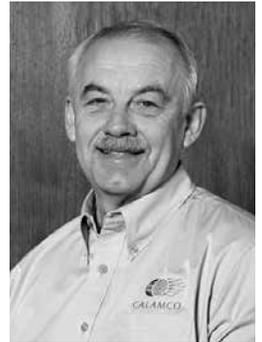
MESSAGE TO SHAREHOLDERS

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. We look forward to seeing you there!

We would like to thank you, our shareholders, 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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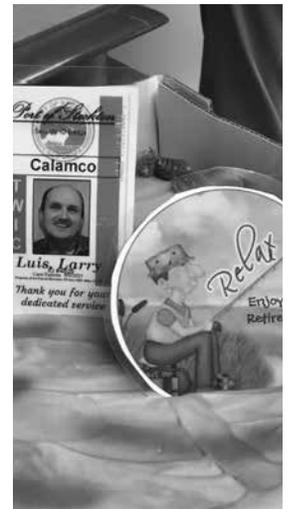
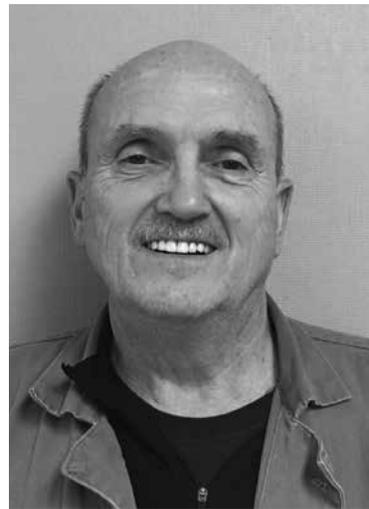
A PARTNERSHIP WITH GROWERS

LARRY LUIS RETIRES

The decision to branch out into the trucking business, and purchase our own anhydrous ammonia tractor-trailers was made by our management and board of directors in 1986. The first two truck and trailer sets were purchased, and four drivers were hired to run the trucks on a round-the-clock-rotation. Larry Luis was one of those initial four drivers hired, and thus, on January 5, 1987 began his 30 plus year career with CALAMCO.

Around the same time, CALAMCO decided to create our anhydrous ammonia safety training program, which, in its infancy, included a mobile classroom that we would haul around the state providing safety training to customers. Since a Class A license was required to haul the mobile classroom/trailer, Larry was recruited from hauling anhydrous ammonia to driving the trailer around various parts of the state for safety training purposes. He eventually went back to hauling anhydrous ammonia, and after approximately 10 years, moved to working at the Stockton terminal, becoming a loader, and eventually a lead-man. Larry could always be counted on when it came to covering relief and vacation shifts.

Born September 1952 in Fort Lennardwood, Missouri on a military base, Larry has three younger brothers (one resides in Alaska and two in Modesto) and a sister that resides in Riverbank. His dad left the military soon after Larry was born and moved their family to Ferndale, CA. Larry was eleven when they ended up in Modesto. One of his first jobs when he was still in school was working for Payless Drug Store, where he stayed for about 5



years becoming a department manager. He then went to work for a feed company in Ceres where he received his first experience driving a truck. He decided to purchase his own truck in 1982, becoming an owner/operator, hauling liquid sugar into the port of Stockton. He used to weigh his truck at the CALAMCO terminal, and, as they say... the rest is history.

Larry loves the outdoors; hunting, fishing, camping etc., and purchased a home in Tuolumne a few years ago. He recently sold his home in Stockton, and has permanently moved to his "retirement" home in the mountains. He is looking forward to relaxing with his morning coffee, and evening glass of wine on his deck, enjoying the beautiful scenery.

We wish him many years of health and happiness in his retirement. Congratulations, Larry! ■



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 2018 or spring of 2019 (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 using the address on the form.

Applications must be postmarked by April 13, 2018. We will notify the recipient of the scholarship by May 4, 2018. ■

EMPLOYEES HONORED IN 2017

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:

Gary Babcock..... 5 years	Lanie Gill..... 10 Years
Sal Aguilar 5 years	Ruben Bravo 15 years
David Croce..... 5 years	Pam Martin 25 years
Bob Brown..... 10 years	Larry Luis 30 years

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



Pictured left to right: Pam Martin, Lanie Gill, Bob Brown, Sal Aguilar, Gary Babcock

JOIN US AT THE 2018 REGIONAL SHAREHOLDER DINNERS

Please plan to attend one of our annual shareholder dinners.

Wednesday, January 31, 2018

- Double LL Steakhouse, Visalia

Thursday, February 1, 2018

- F. McLintocks, Shell Beach

Tuesday, February 6, 2018

- Ting's Refuge, Yuba City

Tuesday, February 20, 2018

- Heritage Preservation Dining Hall at the 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! ■



ELECTIONS TO BE HELD IN DISTRICT FOUR

Elections for the Director to serve on CALAMCO's Board will be held this year in District 4, which encompasses the Coast and Imperial Valley. Proxies will soon be mailed to all members and are due back to our office by mid-February. Only Class A shareholders in District 4 are eligible to vote for the director in that district.

The director in District 4 is Bardin Bengard, who will be seeking re-election. Darron Page of the J.R. Simplot Company is the Class B Director seeking election this year.

Proxies will be mailed to shareholders in early January. 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 21, 2018. 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. ■

AJAY TEJPAL JOINS CALAMCO AS ENVIRONMENTAL HEALTH & SAFETY MANAGER

My name is Ajay Tejpal and I am humbled to have the opportunity to serve as the Environmental Health & Safety Manager here at CALAMCO.

My goal is to work together with all staff and leadership at CALAMCO to create and sustain a culture of safety. I realized early in my career that no single approach is the right one for every individual, and so I have been trained in a range of modalities.

My educational accomplishments are comprised of a BS Degree in Health Sciences, from Sacramento State University and pursuit of an MBA Degree in Business Administration. I believe that seeking out higher education is the key to successful programs and favorable outcomes. I have therefore pushed myself towards becoming a Certified Improvement Advisor (Six Sigma Black-Belt). Throughout my



career as a safety professional I had the opportunity to lead Emergency Management programs. It is for that reason I have obtained various certifications.

My Quality, Risk Safety Management career has spanned over 20 years. This includes extensive experience in Emergency

Management. My experience comes by way of both consulting and healthcare quality, safety, and emergency management roles.

As I start this new journey, I am confident that together we will lead and sustain a partnership of mitigating risks, comprehensive safety management, and optimal emergency preparedness. ■

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

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P.O. Box 7275
Stockton CA 95267-9901

