

# CALAMCO

*progress*

FALL 2019

## CALAMCO EXECUTIVE STAFF

PRESIDENT AND  
CHIEF EXECUTIVE OFFICER  
Daniel Stone

DIRECTOR OF OPERATIONS  
Dale Thigpin

DIRECTOR OF  
REGULATORY AFFAIRS  
Martin Jeppeson

DIRECTOR OF MARKETING  
Alice Inderbitzin

REGIONAL MANAGER  
Natalie Foss

## CALAMCO BOARD OF DIRECTORS

CHAIRMAN OF THE BOARD  
Case Van Steyn

Bardin Bengard  
Doug DeVaney  
Dave Dufault  
Alan Freese  
Klaas Hutter  
Richard Sunderland

## MESSAGE TO SHAREHOLDERS

It will soon be time for year-end reporting of your fertilizer purchases. Use Report Forms will be mailed to members the last week of October. We strongly encourage members to utilize the on-line reporting option. As previously advised, you will receive an additional \$1 per ton rebate by reporting on-line as opposed to mailing in a form. Please be sure to hit the "submit" button when reporting on-line. We also advise you to print a copy for your records. You will find additional information for reporting on-line within this issue.

We are pleased that so many of you have been contacting our office to sign up for ACH (direct deposit) payment for your rebate, which will add another \$1 per ton to your rebate. If you have not signed up, there is still time, but please do so prior to December 1.

If you are interested in purchasing stock, or need to change the way your stock is registered, please contact our office as soon as possible. Once Use Reports are mailed, it is too late to make transfers or changes to your stock for our 2019 fiscal year. Any changes will then have to wait until after rebates have been paid in early 2020. ■



**Daniel Stone**  
President / CEO

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A PARTNERSHIP WITH GROWERS



# THE TIME TO REPORT FERTILIZER PURCHASES IS QUICKLY APPROACHING!

Please make note of the following important deadlines and instructions:

- **Report your purchases on-line by December 2, 2019.** You can still mail the Use Report Form, but we are encouraging you to report on-line. You must report on-line to receive the additional \$1 per ton. The deadline for mailed Use Reports is the same – it must be postmarked by December 2, 2018.
- **Sign up for direct deposit.** You can still receive your rebate by mail, but we are encouraging direct deposit as you will receive your rebate much quicker, and will receive an additional \$1 per ton if you choose direct deposit. You can download the form on our website at [www.calamco.com](http://www.calamco.com).

**You can begin entering your purchases on-line on November 1, 2019.** Please note that the purchase period is November 1, 2018 through October 31, 2019. The on-line reporting system is secure, requiring you to provide a password to log in and access your information. Reporting on-line gives you the additional flexibility to edit your fertilizer report if needed. Please contact the

office to make any changes after December 1, 2019.

If you are a **new on-line user** to the website and you have provided CALAMCO with your email address, you will perform the following steps to enter your purchases on-line:

- Go to the CALAMCO website – [www.calamco.com](http://www.calamco.com)
- Click on the “Shareholders Login” link under the Links menu
- Click on the “Forgot Password” link
- Enter your email address and click the Submit button
- You will receive an email with a link that will allow you to reset your password
- You will then be able to log in using your email address and new password

You will need to provide CALAMCO with your email address in order to report your purchases on-line. Contact Pam Martin by email at [pam.martin@calamco.com](mailto:pam.martin@calamco.com) or by phone at 800-624-4200. If you are a **current on-line user** simply go to [www.calamco.com](http://www.calamco.com) and log in. ■

## RICHARD SUNDERLAND JOINS CALAMCO BOARD



**Richard Sunderland joined the J.R. Simplot Company in 2018.** He has spent his career in agriculture, food and fertilizer and has extensive knowledge and experience in the global market, working in the palm oil, rubber, grain and oilseeds and fertilizer industries. He has held a variety of leadership roles with Cargill, the Mosaic Company, and Koch Industries.

Richard was born and educated in the United Kingdom and attended Durham University, where he gained BA Honors in Modern History, Richard has served on the Boards of Riverbend Ag and Synagri.

Richard is married to Victoria, who works for St. Alphonsus Hospital as a mammographer. They have three children; George, Lydia, and Nina, who respectively live and work in Amsterdam, Denver, and New York. Richard and Victoria moved to Boise a year ago from Tampa, Florida, and are really enjoying the Idaho lifestyle.

Richard replaced Doug Stone as a Class B Director at our August meeting, as Doug was recently promoted to President of Simplot Agribusiness for the J.R. Simplot Company. Richard is looking forward to contributing to the CALAMCO Board and serving its members. ■

# ELECTIONS TO BE HELD IN DISTRICT 2



Elections for the Director to serve on CALAMCO's Board will be held in District 2, which encompasses the Central San Joaquin County.

Proxies will be mailed to all members in early January and are due back to our office by early

February. Only Class A shareholders in District 2 are eligible to vote for the director in that district. The current director in District 2 is Case Van Steyn, who will be seeking re-election.

Service on the CALAMCO Board of Directors does require a certain amount of time and commitment from Directors, who are expected to attend all meetings. The meetings are held on the third Thursday of the months of June, August, October, December, and the third Wednesday in February, which is the annual meeting. If you are a shareholder that resides in this district and are interested in more information or in submitting your name to our nominating committee, please contact our corporate office at 800-624-4200 by December 1, 2019. ■

## 2019 REBATABLE PRODUCTS

PRODUCT	N-P-K	NH <sub>3</sub>
Anhydrous Ammonia	82-00-00	100%
Ammonium Sulfate	21-00-00	26%
Aqua Ammonia	20-00-00	24%
Ammonia Nitrate 20% (AN20)	20-00-00	24%
Calcium Ammonium Nitrate (CAN 17)	17-00-00	21%
Ammonium Phosphate Sulfate	16-20-00	20%
BEST Turf Supreme	16-06-08	20%
Agropell Triple 15	15-15-15	18%
FUSN Fused-Safe Nutrients	26-00-00	16%
Agropell Triple 12	12-12-12	15%
Agropell Tree N Vine	12-08-16	15%
Ammonium Poly Phosphate	10-34-00	12%
Urea-Ammonium Nitrate Solution (UAN32)	32-00-00	7%
Agropell XB	06-24-24	7%

**PLEASE NOTE: Not all nitrogen is rebatable.**  
Please check with your fertilizer dealer.

Please report **actual tons** of product purchased, however if you are using a special blend that you do not see on this list, it is best to check with your fertilizer dealer to see if a rebatable product was used in producing the blend. Some dealers are already set up to cover a portion of the nitrogen in those blends that contain rebatable products. ■

## TOUR OF SIMPLOT OPERATIONS WITH CALAMCO BOARD



We recently held our August Board of Directors meeting in conjunction with tours of two J.R. Simplot Company facilities. The group first toured the phosphate mining operations 12 miles north of Vernal, Utah. Phosphate ore is mined, loaded onto large trucks and transported to a processing plant where it is crushed, finely ground and concentrated. The ore is then mixed with water to form a slurry, and shipped 96 miles through a pressurized pipeline to the manufacturing plant five miles south of Rock Springs, Wyoming.

The group then traveled to Rock Springs to tour the new anhydrous ammonia plant that has been in production since last year. Anhydrous ammonia is used as a feed stock for fertilizer production at the Rock Springs plant. Three key raw ingredients are used in their production of fertilizer: phosphate ore from the Vernal, Utah mine; sulfur, which is a by-product from Wyoming oil fields; and ammonia, which is made from natural gas.

Prior to building the ammonia plant, Simplot imported ammonia through their Rivergate, Oregon facility and railed it to Rock Springs and their other phosphate plant in Pocatello, Idaho. They are now able to supply the ammonia required for fertilizer production on site with the addition of the new plant.

Simplot has extensive, high quality phosphate ore reserves that will maintain its position as a long term producer and supplier. The Rock Springs phosphate fertilizer is supplied to retailers in the western states and Canada. ■

## LEADERSHIP IN SAFETY

**CALAMCO's robust safety culture is driven by our employees.** CALAMCO employees make every aspect of workplace safety personal. Employees are not only concerned about their own safety, they also care about the safety of coworkers, drivers, contractors and visitors at the Terminal. This proactive safety attitude is a core value of CALAMCO culture.

To complement the employee safety program, CALAMCO launched *Target Solutions* - a web-based safety and compliance training platform. This program allows employees to complete the necessary safety and compliance training in a self-paced and independent manner. Before implementing *Target Solutions*, a demonstration version was beta tested with the employee-based Safety Committee. *Target Solutions* training platform creates efficiency in records management and enhances the overall training experience. This leadership and collaboration within the safety committee exemplifies characteristics fundamental in ensuring a world-class safety culture. The CALAMCO safety culture promotes continuous improvement and maintains the right behaviors and actions within the organization.

Additionally, the support for safe terminal operations is clearly communicated amongst CALAMCO's managers. A unified expectation to meet safety requirements and best practices are consistently messaged and supported. The combination of these characteristics of attitude, leadership, and support from management continues to influence the organizational culture and safe work practices.

Each and every day, safety remains everyone's responsibility. Always remember to report unsafe conditions and suspicious activities. See something? Say something! ■

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

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US POSTAGE  
PAID  
SACRAMENTO CA  
PERMIT 604

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