

CALAMCO

progress

FALL 2024

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CHIEF EXECUTIVE OFFICER**
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Martin Jeppeson

DIRECTOR OF MARKETING
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Natalie Foss

**REGULATORY COMPLIANCE
AND SAFETY MANAGER**
Bob Marshall

BOARD OF DIRECTORS

CHAIRMAN OF THE BOARD
Case Van Steyn

Bardin Bengard
Alan Freese
Beau Howard
Jana Owens
G.Rey Reinhardt
Richard Sunderland

MESSAGE TO SHAREHOLDERS

We are in the final stages of the mandatory 20-year internal inspection of our second ammonia storage tank, D1A. Just like our previous inspection of tank D1, we are delighted to report that D1A has also been found to be in great condition, reflecting our commitment to rigorous maintenance practices. We anticipate returning this tank to service by late October.

To facilitate the thorough inspection of the loadout line, the terminal strategically preloaded ammonia trailers for a period of approximately ten days, ensuring that we could continue to serve our customers without interruption. This operation was executed seamlessly and is a testament to CALAMCO's dedication to operational excellence.

As we discuss within this issue, Alan Freese (Director representing District 1) will be retiring from the Board at the end of his current term. Alan has served on the Board since 1998 and served as Chairman from 2003-2009. We will miss his experience and perspective. At the same time, we are excited to welcome a new Board member following the nominating and voting process. ■



Daniel Stone
President / CEO

what's inside

- 2 • Time To Report is Approaching
- Seeking Candidates for Elections to be Held in District 1
- 3 • Operations Update
- 2024 Rebtable Products List
- 4 • Complacency in the Workplace

A PARTNERSHIP WITH GROWERS

TIME TO REPORT FERTILIZER PURCHASES IS APPROACHING!

Please make note of the following important deadlines and instructions:

- **Report your purchases on-line by December 1, 2024.** 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 – must be postmarked by December 1, 2024.
- **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 calamco.com and either mail or email to pam.martin@calamco.com by December 1st.
- **You can begin entering your purchases on-line November 1, 2024.** Please note that the purchase period is November 1, 2023 through October 31, 2024. 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, 2024.

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
- 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. Please contact Pam Martin by email at 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 and log in. ■

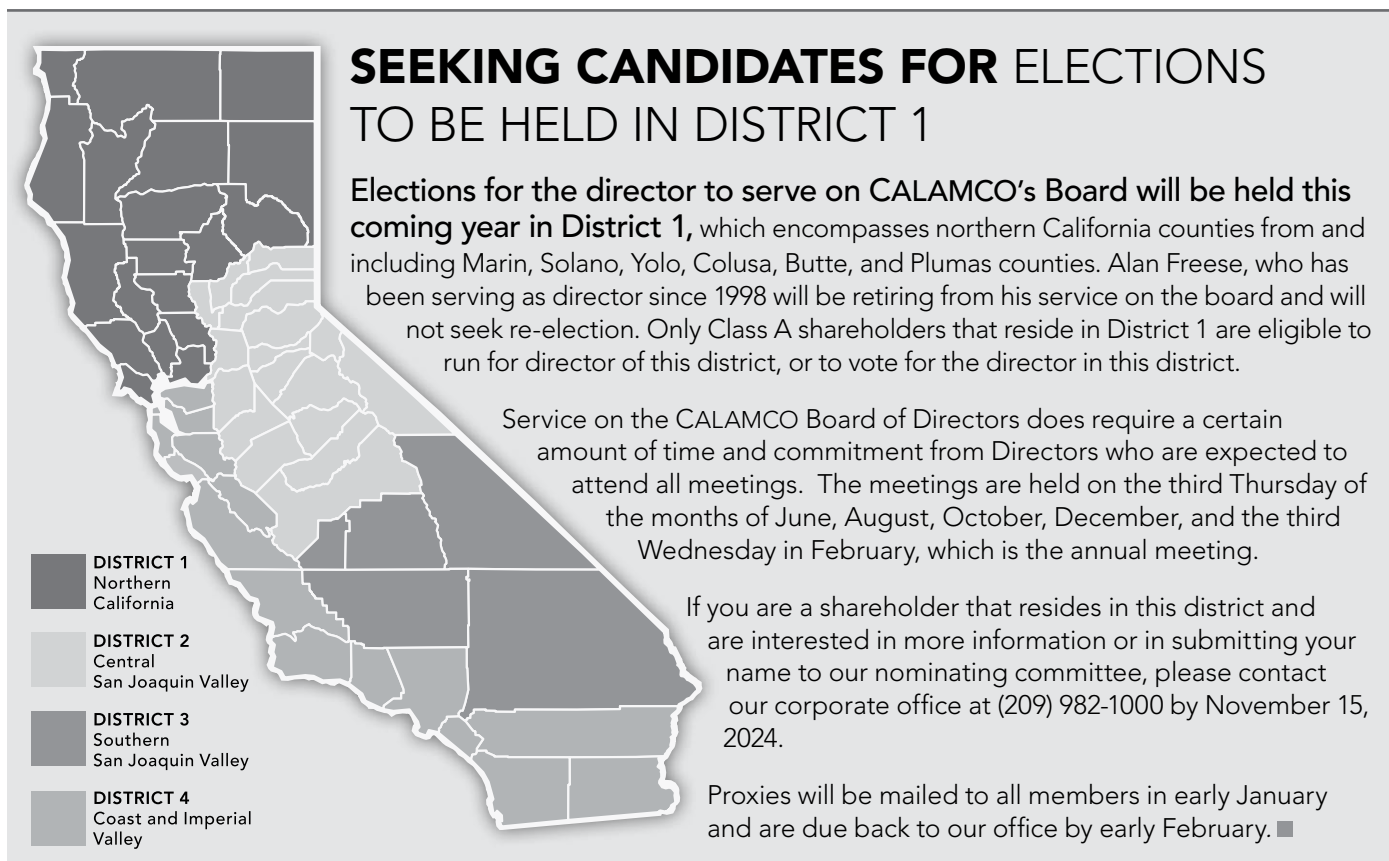
SEEKING CANDIDATES FOR ELECTIONS TO BE HELD IN DISTRICT 1

Elections for the director to serve on CALAMCO’s Board will be held this coming year in **District 1**, which encompasses northern California counties from and including Marin, Solano, Yolo, Colusa, Butte, and Plumas counties. Alan Freese, who has been serving as director since 1998 will be retiring from his service on the board and will not seek re-election. Only Class A shareholders that reside in District 1 are eligible to run for director of this district, or to vote for the director in this district.

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 (209) 982-1000 by November 15, 2024.

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





OPERATIONS UPDATE

We are pleased to provide an update on our current operations as CALAMCO continues to prioritize the integrity and safety of our terminal.

In addition to the tank inspection, CALAMCO has successfully completed an API 570 piping inspection of our entire loadout line. We are happy to announce that the results were excellent, and we have completed the necessary steps to reinsulate the piping, effectively mitigating any potential corrosion concerns.

2024 REBATABLE PRODUCT LIST

As we previously reported, the J.R. Simplot Company announced that they would be shutting down production at their fertilizer manufacturing plant in Lathrop, California due to increased operating costs and a decrease in demand. The Lathrop facility was built in the 1950's and after thorough examination, it was clear that updating the facility to meet the current and future demand would not be feasible. The announcement stated that they would close the Lathrop facility no later than August 31, 2024.

Unfortunately, the Lathrop plant discontinued production of the blends referenced below in early 2024. These blends may still be available to your fertilizer retailer; however they will not be manufactured using CALAMCO ammonia, and therefore will no longer provide shareholder coverage.

If you purchased any of the products that have been discontinued, you should check with your dealer to make sure that it qualifies for shareholder coverage. It is very likely that your fertilizer dealer may not be able to honor those purchases for 2024.

PRODUCT	NPK	NH ₃	\$55 REBATE
Anhydrous Ammonia	82-00-00	100%	\$55.00
Aqua Ammonia	20-00-00	24%	\$13.20
Ammonia Nitrate 20% (AN20)	20-00-00	24%	\$13.20
Calcium Ammonium Nitrate (CAN17)	17-00-00	21%	\$11.55
Ammonium Poly Phosphate	10-34-00	12%	\$6.60

THESE PRODUCTS HAVE BEEN PHASED OUT OF PRODUCTION IN 2024:

PRODUCT	NPK	NH ₃
Ammonium Sulfate	21-00-00	26%
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%
Agropell XB	06-24-24	7%

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

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 2024 fiscal year. ■

COMPLACENCY IN THE WORKPLACE

Complacency in the workplace is a mindset that can lead to a false sense of security, which can be dangerous for both the employee and their colleagues. It can manifest in a number of ways, including:

- **Rushing:** Rushing through tasks or feeling under pressure to get something done quickly
- **Multitasking:** Trying to do multiple things at once
- **Skipping safety steps:** Skipping important safety steps or taking shortcuts with safety protocols
- **Distractions:** Engaging in distracting activities while performing a task, such as chatting with colleagues
- **Decreased awareness:** Losing concentration or neglecting to observe hazards regularly
- **Lack of initiative:** A lack of concern or initiative for their work

Complacency can be a silent killer because the severity of

the hazard is invisible before things go wrong. It can be a more major issue in industries like construction and healthcare To combat complacency, you can:

- **Take hazards seriously:** Pay attention to workplace safety meetings and training sessions
- **Follow policies and procedures:** Follow all safety policies and procedures, even if it seems tedious
- **Change routine:** Doing the same thing, at the same time, repeatedly can lead to complacency
- **Focus:** Pay attention to small details, read safety signs, and read instructions
- **Take breaks:** Take your allotted breaks to recharge your batteries
- **Engage in team building activities:** These activities can help your team get to know each other better and learn how best to work with one another

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

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