

CALAMCO

progress

WINTER 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
Alan Freese
Klaas Hutter
Darron Page
Douglas Stone

MESSAGE TO SHAREHOLDERS

Happy New Year! I am honored for the opportunity to serve you as the new President of CALAMCO.

We wish our outgoing President, Bob Brown, all the best in retirement and thank him for his almost twelve years here. Bob had a long and distinguished career in both the fertilizer and dairy industries.

I look forward to visiting with you at our upcoming shareholder dinner meetings in January and February. We've included the schedule in this newsletter – we hope you'll be able to make it. We have some exciting new concepts that we are eager to discuss.

The co-op had another good year – with almost \$14 million in total patronage. For 2019, we plan to manage to a lower end-of-year total patronage amount --- allowing us to reduce the list prices during the year. This will effectively put more money in your hands earlier!

We are also pleased with the continued growth in our members using the online Product Usage portal and the growth in members asking to be paid via Direct Deposit. These streamline the overall patronage process and provide real savings for the Co-op.

Thanks again for your continued business and support! On we go! ■



Daniel Stone
President / CEO

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A PARTNERSHIP WITH GROWERS

CALAMCO PRESIDENT & CEO, **ROBERT BROWN** RETIRES

December 14th marked the last “official” day of work for Robert “Bob” Brown, who has served as CALAMCO President and CEO since April, 2007.

Bob (as he prefers to be called) was born and raised in Wisconsin. He spent four years studying electrical engineering, earned a B.S. in economics, and an MBA from the University of Wisconsin. Upon graduation, he spent a short time serving as an officer in the U.S. Navy before starting his career in the dairy industry.

Bob was formerly with Land-O-Lakes located in Tulare, California and held the position of Vice President of Manufacturing, responsible for California operations. His many years of experience in supply and distribution, labor relations, and the development of a joint venture with an international company were key elements that prepared him for his career as President of CALAMCO. Working in the co-op environment gave him an understanding of interacting with a Board of Directors, as well as agriculture producers.

During his years and CALAMCO, Bob was very involved within the ag industry, serving on the Board of Directors for The Fertilizer Institute (TFI), Western Plant Health Assn. (WPHA), and Ag Council. In addition, Bob was also on the executive committee for our captive insurance group, Terra. Through CALAMCO, he supported the California Fertilizer Foundation (CFF) and Ag in the Classroom.

Bob and his wife Barbara have been married for 46 years. They have two daughters, Kimberly and Sarah, who is married with two children and resides in the



St. Louis area. Bob and Barbara recently purchased a home nearby, in Washington, Missouri so they will be able to live near both daughters and their grandchildren.

We wish Bob many years of relaxation and enjoyment in his much deserved retirement, and thank him for his years of dedication and leadership at CALAMCO. ■



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 2019 or spring of 2020 (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 19, 2019. We will notify the recipient of the scholarship by May 3, 2019. ■



Pictured left to right: Francine Cabrera, Robert Byers and Davina Escalante. Inset: Angel Moralez.

EMPLOYEES HONORED IN 2018

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:

Angel Moralez	5 yrs
Francine Cabrera	10 yrs
Davina Escalante.....	15 yrs
Robert Byers	30 yrs

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

JOIN US AT THE 2019 REGIONAL SHAREHOLDER DINNERS

Please plan to attend one of our annual shareholder dinners.

Thursday, January 31, 2019

- Ting's Refuge, Yuba City

Wednesday, February 6, 2019

- Double LL Steakhouse, Visalia

Thursday, February 7, 2019

- F. McLintocks, Shell Beach

Thursday, February 21, 2019

- Heritage Dining and Provisions 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 THREE

Elections for the Director to serve on CALAMCO's Board will be held this year in District 3, which encompasses the Southern San Joaquin 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 3 are eligible to vote for the director in that district.

The current director representing District 3 is Doug DeVaney, who will be seeking re-election. Klaas Hutter 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, 2019.

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. ■

2018: A YEAR IN REVIEW



CALAMCO has had a very good year from a health and safety as well as a training perspective.

We have had no incidents of concern, either from an employee safety issue or from a transportation point of view. When we consider how many miles our drivers travel on extremely busy highways and farm roads, how many hours our employees work on twelve-hour rotating shifts, and how much important product we ship to customers, it is impressive that our employees can do so well.

We trained some 700 employees, customers, regulators, law enforcement, and emergency responders. This helps solidify relationships with all those we interact with; it also provides them with a source to go to when they are in need of help or advice. CALAMCO has always been about "customer service" and this is one of the ways in which we accomplish that.

As we look forward to 2019 we will continue to operate in the same manner. Some say it is hard to improve when you are at the top of your game, but we will find ways to improve every day throughout the year. ■

Questions or comments can
be forwarded to CALAMCO
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www.Calamco.com

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