



CALAMCO PROGRESS

FALL 2005 ▶ A PUBLICATION OF CALAMCO

MESSAGE TO SHAREHOLDERS



We are now in the fourth and final quarter of CALAMCO's fiscal year, which ends October 31. Overall product sales through the end of our third quarter are down about 10% compared to third quarter figures for 2004. The main reason for the decrease is a reduction of anhydrous ammonia use in the Imperial Valley, coupled with a decline in rice acreage

in northern California, which was significantly higher than normal in 2004. Though we got off to a soggy start in northern California this Spring, fertilizer sales have been generally good throughout most of the state.

We are pleased to report that our new power plant project is proceeding on target. All permits were received in July, and by mid-August, the foundation was installed. The plant is scheduled to be operational by October 31, 2005.

As a final note, it will soon be time once again for year-end reporting of your fertilizer use. We have included a list of rebatable products for your reference in this issue, and will be mailing Use Report Forms out to all members the beginning of November. Please watch your mail, and let our office know if you do not receive yours.

We would like to emphasize to our members that ensuring your use reports are mailed to our office is **your responsibility**. Most fertilizer retailers are willing to provide CALAMCO members with their fertilizer purchase information. We would encourage you to keep a copy for your records, and mail the reports yourself. This way you can be certain that the reports have been mailed in a timely manner.

Once again, please remember that **the deadline for reporting will be December 15, 2005, and will be strictly enforced**. We will be mailing a reminder in early December to all members whose reports have not yet been received. If you receive a postcard reminder and have mailed in your report, please feel free to contact our office at 800-624-4200. We want to make sure that all members who qualify receive the dividend for which they are entitled.

BOB SMITH, PRESIDENT/CHIEF EXECUTIVE OFFICER

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Board of Directors Visit SK Foods in Lemoore



CALAMCO management along with the Board of Directors held their August meeting at SK Foods in Lemoore, as the guest of Director, Mark Grewal, President, SK Foods.

Following the meeting, those present were given a tour of SK Foods tomato processing plant in Lemoore. In it's peak, the facility processes in excess of 450 truckloads of tomatoes per day. Tomatoes are processed into paste, diced, and stewed varieties; packaged in glass and plastic, as well as in bulk (drums and bins).

In addition to the Lemoore plant, SK Foods owns and operates, a tomato processing plant in Colusa, California, where processed tomatoes are canned.

Workplace Emergency and Crisis Preparation Checklist

The American Society of Safety Engineers (ASSE) has developed a checklist for employers on how to increase workplace safety and security during a time of crisis. Although this is not a one-size-fits-all checklist, these tips provide guidance for preparing a safe and secure working environment. In addition to communicating to your employees that their safety and security is a top priority employers should consider:

Reassuring employees that safety measures are being taken for their protection;

Reporting unusual or suspicious activity or strangers in or near facility areas to the authorities by calling 911 if the situation warrants immediate attention;

Urging employees and their families to be aware of their surroundings;

Moving outdoor activities indoors;

Increasing security and surveillance activities and outdoor lighting, and checking IDs of those entering buildings and facilities;

Updating and reviewing with employees the company Emergency Response Plan (this should be done on a regular basis); update response actions and ensure that all current local, state and federal emergency service numbers, as well as updated employee emergency contact information, is readily available;

Upgrading the in-house emergency services (EMS) capability to 40-hour First Responder or Emergency Medical Technician-B;

Engaging an Employee Assistance Provider (EAP) to council employees and their families on any stress, anxiety, fear and/or depression;

Sharing your Emergency Response Plan with local businesses, the fire and police departments, and municipalities to help coordinate incident relief efforts should an incident occur;

During an event, communicating with employees about current events (i.e., have round-the-clock TV and/or radio news available for them to watch or listen to on breaks); and,

To cooperate fully with the authorities.

Rebatable Product List

Since it is almost time to report your fertilizer purchases for this past year, we thought it would be timely to once again list those products that qualify for patronage reporting purposes.

If you are using a special blend that you do not see on the 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. However, just because a product contains nitrogen, does not automatically mean it qualifies.

Rebatable Products

PRODUCT	CALAMCO	
	NPK	NH ₃
Anhydrous Ammonia	82-00-00	100%
Aqua Ammonia	20-00-00	24%
Ammonium Nitrate 20% (AN20)	20-00-00	24%
J.R. SIMPLOT		
Ammonium Sulfate	21-00-00	26%
Ammonium Sulfate Granular	20.5-5-0	25%
Calcium Ammonium Nitrate (CAN 17)	17-00-00	21%
Mono-Ammonium Phosphate	16-20-00	20%
Complete Fertilizer (turf supreme)	16-06-08	20%
Urea-Ammonium Nitrate Solution (UAN32)	32-00-00	19%
Triple 15 Complete Fertilizer	15-15-15	18%
Triple 12 Complete Fertilizer	12-12-12	15%
Complete Fertilizer	12-08-16	15%
Ammonium Poly Phosphate Solution	10-34-00	12%
Complete Fertilizer XB	06-20-20	7%

Stock Sales

Once again, Sales Representatives are busy calling on growers in an effort to put inactive stock on the stock for sale list, as well as meeting with growers who are interested in purchasing additional stock to cover their annual fertilizer use.

If you are no longer able to utilize your stock, or if you are interested in purchasing additional stock to cover your annual fertilizer use, please contact your sales representative as soon as possible. You only have a few more weeks to sell or purchase stock for it to still qualify this year.

In addition, if you know of a grower who is not yet benefiting from being a member of CALAMCO, please have them contact us for more information. As a satisfied member, your testimony is the best advertisement we could ask for!

VOTE Elections to be Held in District 4

CALAMCO is currently accepting nominations from Shareholders in District 4 who are interested in serving on the CALAMCO Board of Directors. District 4 encompasses the Coastal Region from Solano County south as well as the Imperial Valley.

Your current Director in District 4 is Alan Freese from Rio Vista. Alan currently serves as Chairman of the Board and will be running for re-election. Proxies will be mailed in mid-January and are due back in our office prior to our Annual Meeting, which will be held on February 15, 2006.

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 last Friday of the months of June, August, October, December and the third Wednesday in February, which is the annual meeting. If you have any questions or are interested in submitting your name to our nominating committee, please contact our corporate office at 800-624-4200.

Anhydrous Ammonia Safety and Emergency Response Training



CALAMCO previously notified you that we would conduct NH₃ Safety Training during October 2005; well, the plan changed. The Stockton Fire Department had to move us, and the new dates are November 8 – 11, 2005.

Once again we will be providing ammonia refresher training combined with emergency response training for First Responders at the “Awareness” level. Format will remain the same as in the past few years, with several guest speakers.

Sessions will start at 8:00 a.m. daily and conclude with lunch from 12:00 to 1:00 p.m. Cost for the class is \$75.00 for those who pre-register, and \$100.00 at the door (checks only made out to CALAMCO). We will still have a group discount of four for the price of three for those of you who can send several people.

Registration forms and agendas will be mailed in early October. If you do not receive one, and are interested in attending, please contact our office.

QUESTIONS OR COMMENTS CAN
BE FORWARDED TO CALAMCO
AT (800) 624-4200
WWW.CALAMCO.COM

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