

# CALAMCO PROGRESS

FALL 2010 ▶ A PUBLICATION OF CALAMCO

## MESSAGE TO SHAREHOLDERS



**W**e are quickly approaching the end of our 2010 fiscal year, which looks as if it will be another good financial year for your cooperative. Though nitrogen prices have remained fairly stable for most of the year, as we approach fall, the world market is firming as suppliers anticipate greater demand.

It will soon be time for year-end reporting of your fertilizer use. As previously stated, this year **the deadline for reporting will be December 1, 2010**. This deadline will be strictly enforced. We will be mailing Use Report Forms out to all members by the end of October. Please refer to the Rebatable Product List in this issue for qualifying products. This information is also available on our website at [www.calamco.com](http://www.calamco.com). If for some reason you do not receive your Product Use Report, or it is somehow misplaced, you can download a form from our website. Please note that this is a blank form, therefore **you must fill in your relevant shareholder information**, including shareholder name, address, shareholder number, and a contact phone number.

Ensuring your use report is 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 report yourself. This way you can be certain that the report has been mailed in a timely manner. **Reminder postcards are only mailed to those members who have not yet reported, therefore if you receive a postcard and your report has already been mailed, please contact our office to verify receipt.**

If you are still interested in purchasing additional stock, or know someone who may be interested, it is not too late, but time is quickly running out. Please contact your CALAMCO Sales Representative as soon as possible. Stock must be purchased prior to October 25th in order to qualify.

*BOB BROWN, PRESIDENT/CEO*

**AS PREVIOUSLY STATED, THIS YEAR THE DEADLINE FOR REPORTING WILL BE DECEMBER 1, 2010. THIS DEADLINE WILL BE STRICTLY ENFORCED.**

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*PRESIDENT AND  
CHIEF EXECUTIVE OFFICER*  
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*DIRECTOR OF REGULATORY AFFAIRS*  
**Martin Jeppeson**

### BOARD OF DIRECTORS

*CHAIRMAN OF THE BOARD*  
**Mark Grewal**

*VICE-CHAIRMAN*  
**Brad Baltzer**

**Joel Barker**

**Sig Christiersen**

**Alan Freese**

**Jeff Roesler**

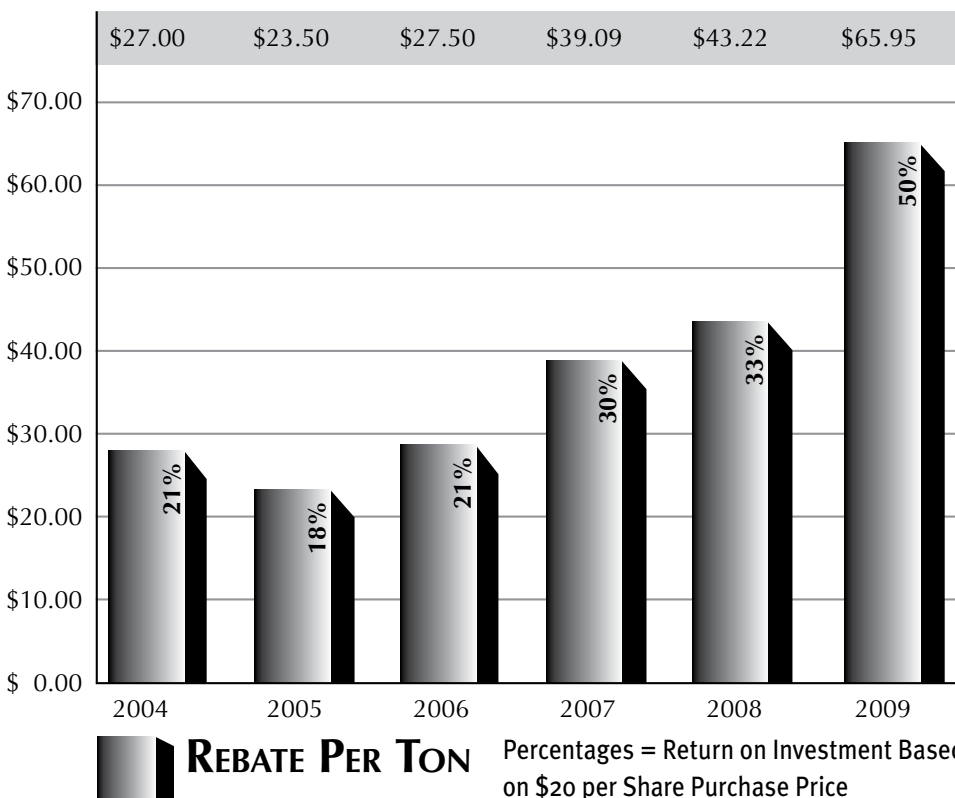
**Case Van Steyn**

## Rebatable Products

PRODUCT	N - P - K	NH <sub>3</sub>
Anhydrous Ammonia	82-00-00	100%
Aqua Ammonia	20-00-00	24%
Ammonia Nitrate 20% (AN20)	20-00-00	24%
Ammonium Sulfate	21-00-00	26%
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%
Complete Fertilizer	12-08-16	15%
Triple 12 Complete Fertilizer	12-12-12	15%
Ammonium Phosphate Solution	10-34-00	12%
Complete Fertilizer XB	06-24-24	7%

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. However, just because a product contains nitrogen, does not automatically mean it qualifies.

## Average Six-Year Return = 29%



## Elections to be Held in District 3

Elections for the director to serve on CALAMCO's board will be held this coming year in District 3, which encompasses the southern San Joaquin Valley.

Your current director in District 3 is Mark Grewal, who will be seeking to serve another term in the upcoming 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 10, 2010.

## Safety Update

According to Cal/OSHA, "agriculture is one of the most hazardous industrial activities in California." Effective training of your employees can play a major role in decreasing the number of injuries and accidents that may occur. Effective training is also one of the steps required by Cal/OSHA in your Injury and Illness Prevention Program (IIPP).

Is your training effective? Does your training result in an increase in employees' understanding of specific workplace hazards and safer work practices?

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## Board of Directors and Management Tour NewStar and D'Arrigo Bros. Operations in Salinas



CALAMCO held an off-site Board of Directors meeting in Salinas, California this past August in conjunction with the August board meeting. Our day began with a tour of NewStar's state-of-the-art facility located in Salinas.

Founded fourteen years ago, NewStar Fresh Foods is built on a legacy that spans for centuries, resulting from the aggregation of such noted Salinas and Pajaro Valley farming families as Sig Christierson of Major Farms (CALAMCO director from District 4), Brian & Kurt Violini of V&V Farms, and Ken Higashi of Higashi Farms.

NewStar Fresh Foods was founded in 1996 as a result of the merging of two leading Salinas Valley fresh vegetable grower/shippers, and a rich collaboration of Salinas Valley farmers. The merging of complementary facilities, administrative and operational structures, and a superior land base of growers enabled NewStar Fresh Foods to immediately establish a strong presence in key markets and production regions. The strength of product offerings included a broad line of commodities, and bolstered NewStar's industry leading position in its flagship items: Green Onions, Asparagus, value-added Spinach and tender leaf salads.

Over the years, NewStar continued its founding belief of investing in technologies and facilities that enhance its distribution and processing capabilities. In 2000, NewStar acquired a leading competitor's Salinas Valley operation, enabling expanded sales and distribution, and firmly securing NewStar as the industry leader of superior quality iceless Green Onions. In 2001, NewStar built a distribution and value-added processing facility in Yuma, Arizona, and in May 2004 NewStar expanded the Salinas facility with a new, state-of-the-art value-added processing facility.

Since its formation in 1996, NewStar Fresh Foods grows and harvests on farms in all of the premier growing regions, and has grown to become a leader in providing superior quality value added produce. NewStar maintains stringent standards for food and safety product quality throughout the growing, processing and shipping processes with a solid grower/owner base, a dedicated supply chain management team, state-of-the-art

facilities, an unbroken product cold-chain, and a corporate focus on delivering both world-class produce and stellar customer service. For more information on NewStar Fresh, visit [www.newstarfresh.com](http://www.newstarfresh.com).

Next our group had the honor to meet John D'Arrigo and tour D'Arrigo Bros. Company in Salinas, a family-owned business that spans three generations. The tour began with



John giving us a brief history of their families operations. The company was founded by John's grandfather Andrew, and his brother Stephen D'Arrigo, two immigrants from Messina, Sicily. John's father Andy "Andy Boy" D'Arrigo remains Chairman of the Board, and visits the office daily. John D'Arrigo serves as President and CEO, while his sister, Margaret D'Arrigo-Martin is the Executive Vice President of Sales and Marketing.

Andy Boy celebrates its ability to bring healthful products to families across North America and throughout the world, while maintaining that family-owned local feel that consumers and customers have come to embrace and appreciate. Depending on the season, Andy Boy Produce is grown and shipped from their operations in Salinas, Brawley and Yuma, Arizona. Andy Boy Broccoli, Broccoli Rabe, Cauliflower, Fennel, Romaine Hearts, Cactus Pears and Nopalitos are developed, grown, packed and shipped from D'Arrigo Bros. Co., of California. These products are the company's mainstays, but Andy Boy is also able to provide customers a full scope of produce needs and consolidation opportunities with an extraordinary level of service.

The development of the state-of-the-art cooling facility in Salinas began in July of 2005, with shipping from the cooler beginning in August 2006. The second phase of the construction (the corporate offices) began in April 2007 and opened for business in October 2008. The mission-style office building, outlying cooling and maintenance facilities sit on 50 acres.

As of 2009, Andy Boy's generous donations to The Breast Cancer Research Foundation add up to \$910,000 and support innovative breast cancer research. A pink ribbon adorns the labels of Andy Boy products that you find in grocery stores across the country. This is one of the ways the company is helping to raise awareness for breast cancer.

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Effective training relates directly to the work being done by each employee and provides practical and specific information about hazards and how to perform work safely. In general, effective training:

- Communicates information in a language and by methods understandable to all employees;
- Helps establish a relationship with employees to improve trust and communication;
- Is participatory and involves employees by drawing on their own real life experiences;
- Allows group hazard identification and problem solving by means of demonstrations, asking questions, discussing ideas, and providing observations and stories;
- Provides opportunities to demonstrate newly learned safe work practices and the safe use of tools, equipment and chemicals;
- Provides concrete safety and health changes in how work is set up and performed;
- Is repeated as often as necessary.

**Steps in effective workplace training**

- 1) Identify topics to cover. A list of the minimum topics that you are required to cover can be found on the Cal/OSHA website, [www.dir.ca.gov](http://www.dir.ca.gov).
- 2) Set goals and objectives.
- 3) Plan the training and organize materials.
- 4) Conduct the training.
- 5) Check for understanding, get feedback and document the completion of the material that is covered.

CALAMCO is available to assist you with training your employees about the safe handling of ammonia products. We recently sent out invitations regarding our Ammonia Safety Awareness Training provided annually in partnership with the Stockton Fire Department. The training this year is scheduled during the week of October 25 – October 29. If you did not receive information regarding this or need additional information, please contact us. We look forward to seeing you there.



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

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