



1957-2007

# CALAMCO PROGRESS

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## MESSAGE TO SHAREHOLDERS



**A**mazingly, this past spring has turned out to be closer to what we would typically term as a “normal season” than we’ve seen in a few years. By early April, product started moving in northern California on rice ground, and fertilizer movement stayed fairly busy through mid-May before starting to wind down. Meanwhile, the southern San Joaquin

Valley kicked in early due to an increase in corn acreage, so trucks were busy heading both north and south from our Stockton terminal throughout the season.

CALAMCO ended up having an excellent Spring season, with an increase in sales for both ammonia and aqua ammonia compared to sales in 2006 during the same time frame. With a strong demand for nitrogen-based fertilizer, having an adequate supply of product became an issue with a variety of fertilizers, which were in tight supply or under allocation throughout the season.

As we entered June, shipments from our Stockton terminal slowed down considerably, however fertilizer movement has remained fairly steady and typical for this time of year. We are pleased to inform our members that, once again, this seems to be shaping up to be another strong year for your cooperative!

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*PRESIDENT AND  
CHIEF EXECUTIVE OFFICER*  
**Bob Smith**

*PRESIDENT / CEO INCOMING*  
**Bob Brown**

*EXECUTIVE VICE PRESIDENT*  
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*BOB SMITH, PRESIDENT / CHIEF EXECUTIVE OFFICER*

# Bob Smith Recognized for Service and Commitment to California Fertilizer Foundation



*Bob Smith receives award from Renee Pinel, President and CEO of WPHA*

The California Fertilizer Foundation held its Eighth Annual CFF Golf Tournament on Tuesday, June 5th at the Reserve at Spanos Park in Stockton. The event is an annual fundraiser that combines golf and giving to benefit the children of California by raising money to support school gardens. Bob Smith was recognized during the banquet following the tournament for his years of service and dedication to the foundation since its inception.

The California Fertilizer Foundation was formed in 1999, during the year that Bob Smith, CALAMCO's President and CEO, also served

his term as President of the California Fertilizer Association (now the Western Plant Health Association). The California Fertilizer Foundation's mission is to enhance awareness and understanding of plant nutrients and agriculture by educating children (grades K-8) throughout California.

During its first year, the California Fertilizer Foundation (CFF) contributed \$8,000 to predominately urban schools in California to be used in sustaining or establishing school gardens. To date, CFF has donated more than \$120,000 to more than 150 California schools for school garden projects.

Bob became the first President of the California Fertilizer Foundation, and has served as a Director on the Board ever since. Over the years, the program has expanded, and is now able to annually provide 24 grants of \$1,200 each to schools throughout California (12 awarded twice a year). At the end of each year, winning schools can re-apply for a progress grant of \$1,500 and a free agricultural field trip.

The goal of the CFF is to put a garden in every interested school. With almost 10,000 schools in California, this is not a goal easily reached alone. CFF is fortunate to have great partners. The California School Garden Network is a group of organizations who have a shared interest in garden-based learning and is working together to teach about agriculture through the use of school gardens. You can learn more about the California Fertilizer Foundation by logging on to their website at [www.calfertilizer.org](http://www.calfertilizer.org).

## CALAMCO Hires New President/CEO

Robert Brown has been hired as the new President and CEO of CALAMCO. Brown replaces Bob Smith who is retiring after 47 years with CALAMCO. To ensure an effective and smooth transition for CALAMCO and its shareholders, Bob Smith will remain at CALAMCO until the end of the year and will play a key role in the transition of leadership.

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. He was responsible for all California operations. His many years of

experience in supply and distribution, labor relations, and the development of a joint venture with an international company will be key to the success of CALAMCO's future. Working in the co-op environment has given him an understanding of interacting with a Board of Directors, as well as agriculture producers.



Bob and his wife Barbara have been married for 35 years. They have two daughters, Kimberly and Sarah. Kimberly is currently enrolled in a Masters Degree Program to become a Physicians Assistant in Phoenix. Sarah is married with two children and resides in the St. Louis area. Bob and his wife have been living in Exeter for the past twelve years, and plan to relocate to the Stockton area in the near future.

# Monica Haarberg is this Year's Scholarship Recipient

CALAMCO is pleased to be one of the sponsors of a \$1000 scholarship awarded to students planning to continue their Ag studies in college. This year's recipients were recognized at the annual Agri-Business Luncheon at the San Joaquin County Fairgrounds on June 22, 2007.

We are pleased to congratulate Monica Haarberg as this year's recipient of the \$1000 scholarship awarded by CALAMCO. Monica is the daughter of Daryl and Judy Haarberg of Escalon. She is a 2007 graduate of Escalon High School and will continue her education at Cal Poly, San Luis Obispo this Fall, where she plans on majoring in Animal Science, specializing in equine studies.



of other competitions and committees. Monica was also involved in sports, running on the Cross Country team throughout her four years of high school, as well as participating in basketball. She has also been active in her church as a member of her youth group, assisting with Sunday School, and Vacation Bible School. She even served as a missionary in Mexico for a week.

Upon graduating from Cal Poly, Monica plans to transfer to the University of California Davis to continue her veterinary studies. She plans to graduate from U.C. Davis with her D.V.M., fulfilling her lifelong ambition of becoming a large animal veterinarian and ultimately open her own practice. Since she was a small child, Monica has been very focused and dedicated to achieving her dreams. CALAMCO is truly proud to honor her with this scholarship.

Monica has been extremely busy during her four years at Escalon High School. She was an active member of FFA for four years, during which she attended the Greenhand Conference, State Conference, and the MFE Leadership Conference, along with being involved in a variety

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## Reporting Injuries

Occasionally we find that employees who are injured fail to report those injuries. There are frequently many reasons for that, such as not wanting to lose time/hours/dollars, not wanting to lose a Safety Award, not wanting to be seen by a doctor, not wanting to get fired, and there may be other reasons too.

The State of California Department of Industrial Relations, through the Division of Workers' Compensation advises employees that they may be entitled to workers' compensation benefits if they are injured or become ill because of their job, and that most work-related physical or mental injuries and illnesses are covered.

If the employee gets hurt they need to (1) get medical care (through the employer for first aid issues, or through the 9-1-1 system for an emergency), and (2) report the injury to their immediate supervisor as soon as possible in order to ensure they do not lose their right to benefits.

The employer is required by law to provide the employee with a claim form within one working day of learning of the injury, and then to authorize the provision of treatment consistent with applicable treating guidelines.

Having employees report all injuries does several things: it ensures medical treatment is provided when needed; it allows supervisors/managers to investigate to determine causes; it permits the changing of operational procedures that are found to be faulty to preclude further incidents; and it ensures that all employees are better protected from potential injuries.

The intent of the law, and the intent of employers, is to have a safe work place for all employees – when incidents are hidden, causes are also hidden, which may then lead to further injuries or even fatalities. If your current company policy does not require the reporting of all injuries consider the benefits that may accrue from a policy change.



## CALAMCO 50th Anniversary DVD

This year, in honor of our 50th anniversary, CALAMCO put together a video that gives an overview of our journey through the past 50 years, which was shown at our Regional Shareholder Dinners earlier this year. The video is now available to view on our website at [www.calamco.com](http://www.calamco.com). You will be able to connect to the link by either clicking on the History sub-tab under the Home tab, or in the Annual Report tab under News/Events. In addition, we have a limited number of DVD's available to those who are interested. If you would like to receive a copy of the DVD, just contact our office at 800-624-4200 or 209-982-1000.

# Annual Refresher Training – 2007

CALAMCO will be offering annual refresher training for users of anhydrous and aqua ammonia, as well as Emergency Response at the “Awareness” level, October 23, 24, 25 & 26, 2007. Attendees need only be in class for one session.

Classes will run from 8:00 am until 12:00 pm, and lunch is provided immediately after the class. Classes will be held at the Stockton Fire Department Station #2, 110 West Sonora Street, Stockton. Cost for the training is \$75.00 per person paid in advance, \$100.00 at the door (check only); if you send three the fourth is free.

As a user or provider of anhydrous ammonia it is important to ensure that you and your employees are aware of the hazards

involved in storage, transfer, transport, and application of this acutely hazardous substance. It

is also critical that employees are aware of the first aid measures needed following an exposure to ammonia products.

Federal and State regulations require that all involved with hazardous materials receive initial and refresher training under the Hazard Communication standard. In addition, if you, the employer, require your employees to perform any role in an ammonia-related emergency at the work site, Emergency Response training is also required (29 CFR, 1910.120 and CCR Title 8, paragraph 5192).



QUESTIONS OR COMMENTS CAN  
BE FORWARDED TO CALAMCO  
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WWW.CALAMCO.COM

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