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CALAMCO PROGRESS

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MESSAGE TO SHAREHOLDERS



Happy New Year! 2007 is a very special year for CALAMCO as it marks our 50th Anniversary! We will be kicking off the year with four Regional Shareholder dinners at which we will have a brief presentation highlighting our founder's vision for California Ammonia Company and the commitment from growers and

retailers that was necessary to bring that vision to fruition. We hope that you will try to attend the Dinner meeting scheduled in your area this year. Dates and details are included within this issue.

Although overall sales were down this past year as compared to previous years, our 2006 fiscal year finished on a very positive note. At this time, we are processing members' 2006 fertilizer use reports, and we plan to have checks in the mail prior to our first shareholder dinner, which is scheduled for January 25th.

Each year, your management and board of directors continue to review the selling price for shares of stock in CALAMCO. One of the things we have discussed in the past is the excellent return on investment that members have realized with the dividends they receive on their nitrogen purchases. Effective November 1, 2006 the board has once again voted to increase the price per share for purchasing stock from \$15 per share to \$16 per share.

Your management and staff at CALAMCO would like thank all of our customers and members for your continued loyalty and support which has helped to make CALAMCO a success story as we celebrate 50 years of progress!

BOB SMITH, PRESIDENT/CHIEF EXECUTIVE OFFICER

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*PRESIDENT AND
CHIEF EXECUTIVE OFFICER*
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EXECUTIVE VICE PRESIDENT
Barry Powell

VICE PRESIDENT OPERATIONS
Lee Gardiner

DIRECTOR OF MARKETING
Alice Inderbitzin

SALES REPRESENTATIVE
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SAFETY DIRECTOR
Martin Jeppeson

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VICE-CHAIRMAN
Case Van Steyn

Pat Avery

Brad Baltzer

Greg Dexter

Mark Grewal

Rick Rominger

Melvin Crawford Retires



After 32 years of employment, Melvin Crawford, also known as “Mr. Mel,” recently celebrated his retirement at a luncheon in his honor.

Mel began his career with CALAMCO in 1974, when he was hired to work at the CALAMCO facility in Hanford, California. When plans were made to shut down the Hanford plant, Melvin was offered a position at the Stockton terminal. Mel accepted, and in 1984 he moved his family to Galt, California.

In his spare time, Melvin is extremely involved with his church, serving as a Deacon at the Century Assembly Church in Lodi, California. In addition, Melvin spends a couple of days a week ministering at the San Joaquin County Jail and Honor Farm in Stockton. In his retirement, Mel plans to devote more time to his church and ministry, as well as taking time to enjoy one of his favorite pastimes, fishing.

Melvin and his wife Kathrine have been married for 43 years and have raised three children, as well as three grandchildren.

Melvin has been a loyal and devoted employee and co-worker and he will be greatly missed by everyone at CALAMCO. We wish him many years of happiness and well deserved relaxation in his retirement!

Employees Honored In 2006

Each year CALAMCO honors those employees that reach milestones in their years of employment. This past year we were pleased to honor the following employees:

- Bob Smith 45 years of service – President, CEO
- Jeff Warrick 15 years of service – Leadman
- Martin Jeppeson 10 years of service – Safety Director
- Abel Gutierrez 5 years of service – Loader
- Darin Peterson 5 years of service – Loader
- Tony Resendez 5 years of service – Manager, Sycamore Facility

We would like to congratulate all of the above employees, and thank them for their years of dedicated service here at CALAMCO.



Pictured from left to right: Jeff Warrick, Tony Resendez, Darin Peterson, Martin Jeppeson and Bob Smith.

Alice Inderbitzin Honored at WPHA Annual Meeting

Each year at the Western Plant Health Association Annual Meeting, a person or company is presented with the Harry J. Larson Integrity Award, signifying their dedication to and passion for the plant nutrient industry. The award is determined by the WPHA Board of Directors executive committee and is presented by YARA Fertilizer Company in memory of their former employee Harry J. Larson. Alice Inderbitzin of CALAMCO was honored to be the recipient of this award for 2006.



Alice began her career with CALAMCO in 1985, the same year CALAMCO took over the marketing of their own products. Five new sales representatives were hired to take on this new marketing effort. Alice is the last original representative remaining that was hired at that time. She has now been with CALAMCO over 21 years.

Alice represents CALAMCO within the industry in a variety of ways. We congratulate her on receiving this award. CALAMCO as a company received the Harry J. Larson Integrity Award in 1996.

2007 Regional Shareholder Dinners

We will soon be having our annual Regional shareholder dinners.

This year, instead of a guest speaker, we have put together a presentation in celebration of CALAMCO's 50th Anniversary, which will be followed by highlights of our 2006 fiscal year.

For the past two years, we were forced to cancel our scheduled dinner in Visalia as an adequate number of reservations were not received in enough time to warrant hosting this event. Please assist us in establishing this dinner meeting by **sending in your reservations early**. Your

management strives to make this a fun as well as informative evening. So, if you haven't attended one of these meetings in the past, please try to attend!

Registration and cocktails will begin at 6:00 pm, and dinner will be served at 6:45 pm. The evening will conclude

with a variety of door prizes, which have been donated by various fertilizer dealers. Please remember that guests are welcome and you are encouraged to bring a non-member. This is always an enjoyable evening for all, so please mark your calendars!

• Thursday, January 25, 2007	F. McLintocks, Shell Beach
• Thursday, February 1, 2007	The Vintage Press, Visalia
• Thursday, February 8, 2007	The Maxwell Inn, Maxwell
• Tuesday, February 20, 2007	Waterloo Gun & Bocci Club, Stockton

Candidates for Director in District 3

CALAMCO is pleased to announce that two excellent candidates will run for the Board of Director position in District 3, which encompasses the Southern San Joaquin Valley from Fresno County through Kern County.

Mark Grewal has been serving on CALAMCO's Board of Directors since 2003, and is seeking re-election. Mark was born and raised in Exeter, California. He is married and has three children. Mark currently serves as Chief Operating Officer of SK Foods, based in Lemoore, California, with tomato processing plants in Lemoore as well as in Colusa.

Mark graduated with a degree in Agronomy from California State University, Fresno, and has received his Masters degree from Saint Mary's University in Moraga. He is licensed as a Pest Control Advisor and a Qualified Applicator. He is a graduate of the California Agricultural Leadership Program (Class XXVIII), Leadership Kings Program and the Leadership Development Program at the Center of Creative Leadership.

Mark was appointed Chairman of the Plant and Science Advisory Committee at California State University, Fresno. He is also a member of the Board of Directors for Salyer American Fresh Foods. Prior to SK Foods, Mark was Vice President of the J.G. Boswell Company and served as Ranch Manager of their Corcoran Ranch.

Charles Meyer is a third generation farmer. His Grandfather began farming in 1906. His father was born in Stratford, California in 1913 and began farming with his father in 1942. Charles attended Stratford Grammar School, Lemoore High School, and Cal Poly State University in San Luis Obispo.

In 1960, Charles joined the Air Force and flew Super Connie's (C121) around the world carrying dependents, wives, sons & daughters, to spend holidays with their military husbands on remote military bases. In 1962, he began flying C130's around the world and more frequently into Vietnam carrying troops and ammunition. In 1967 he separated from the Air Force as a Captain and returned home to help his father on the family farm. He organized G & C Meyer Farms, Inc. in 1976 and GCM Farms, in partnership with his sons, in 1999.

Charles has three children; Juliann, Charlie and George. His youngest son George just finished a five year active duty tour in the Marines, having served two tours in Iraq flying Med Evac helicopters. Both sons work with Charles on the family farm.

Charles has served on several boards including Lemoore Canal, California Cotton Growers Association and is currently President of Stratford Irrigation District.



Training for Emergencies

Your emergency action plan is designed to save lives in the event of a fire or other disaster. However, you need to do far more than simply post maps of evacuation routes. Every employee needs to understand your evacuation plan, alarm systems, reporting procedures, and types of potential emergencies. They should be aware of any special hazards such as flammable materials, toxic chemicals, or water-reactive substances.

Employees should know the following, at minimum:

- At least two exits from every room/area;
- The sound/signaling method of the evacuation or other alarms;
- Who to contact in an emergency;
- How to escape in the dark if necessary;
- Where the fire/evacuation alarms are located and how to use them; and
- How to report damaged or malfunctioning safety systems and back-up systems.

Conduct training at least annually and when employees are hired or when their jobs change. Provide additional training when new equipment, materials or processes are introduced, when the layout or design of the facility changes, when procedures have been updated or revised, or when exercises show that employee performance is inadequate. Conduct drills at random intervals, and include outside police and fire authorities.

If you rent, lease, or share office space, coordinate and practice evacuation and other emergency plans with other businesses in your building, if possible.

Setting up a training exercise

If you have employees who are designated to assist with evacuation, conduct drills where certain employees act as 'problem' employees. For purposes of the drill, have one employee refuse to evacuate while complaining that the emergency "isn't that bad." Other 'problem' situations might include:

- An injured person who can not walk,
- Someone who lost his or her glasses and can not see well enough to evacuate,
- An evacuation route is blocked, forcing employees to follow an alternate route (have a member of the response team direct employees away from the primary route).

How your evacuation assistants deal with these situations can indicate how they will react during an emergency. For example, if an employee lost her glasses, do the assistants help her evacuate, or do they start looking for her glasses? If the primary evacuation route is blocked, do the other routes interfere with emergency response (e.g., pass near a fire hose or other emergency equipment)?

Preparing to overcome the unexpected could save lives during an emergency.

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