

WINTER 2016

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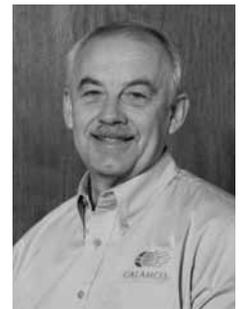
Darron Page

## MESSAGE TO SHAREHOLDERS

Dates have been set for the upcoming shareholder dinner meetings which are scheduled for the end of January and early February. Please check the dates and locations within this issue. If you have not had the chance to attend in previous years, we hope that you will take the opportunity to attend this year! We strive to make this an enjoyable evening, where members have the opportunity to visit with one another, as well as with CALAMCO staff and Directors serving on the Board. We look forward to seeing you there!

Product Use Reports have been processed, and we are currently working on calculating final year-end results. Even though overall sales have continued to decline due to the drought, we expect our dividend to be even greater than what was paid out in 2014 since total tons claimed by members have declined as well. As usual, patronage checks will be mailed to participating members around the third week in January. We continue to be encouraged by the increased number of members utilizing our on-line reporting feature. We anticipate that number will continue to grow significantly over the next few years. It has helped to speed up the accounting process considerably.

We would like to thank you, our customers and members, for your continued business and support. It is the reason CALAMCO continues to remain successful, returning healthy dividends back to participating members each year. We hope that you enjoyed a wonderful Holiday Season, and wish you a happy and prosperous New Year!



BOB BROWN  
PRESIDENT/CEO

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## Sharing the Christmas Spirit



2015 marks the 16th anniversary that CALAMCO, along with many of our fellow businesses located at the Port of Stockton, have been donating food baskets, which are distributed by the Boggs Tract Community Center. The baskets are given out a few days before Christmas to approximately one hundred families and individuals who are struggling to put food on the table at not only Christmas, but every day of the year. CALAMCO feels that it is important to be good stewards to our neighboring community and we take that responsibility

to heart by donating and participating in this event on an annual basis.

CALAMCO has made a commitment to the community that surrounds our Stockton terminal and is happy to assist every year in bringing a little bit of comfort and joy to those in need. In that spirit, we are hoping that you will do the same and "pay it forward" within your own community, as there is such a great need during these difficult economic times. Have a safe and prosperous 2016!

## 2015 Regional Shareholder Dinners

Please plan to attend one of our annual shareholder dinners. The dates are as follows:

Wednesday, January 27, 2016

Thursday, January 28, 2016

Thursday, February 11, 2016

Tuesday, February 16, 2016

Double LL Steakhouse, Visalia

The Growers Pub, Salinas

The Maxwell Inn, Maxwell

Waterloo Gun & Bocci 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 this year! 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!

Please understand that we must guarantee the number of people attending. Therefore, if you make a reservation and are unable to attend, please kindly inform us so that we may adjust our numbers accordingly. It costs your company to pay for those who reserve but do not attend.



## In 2015

2015 has been another great year for CALAMCO from the Environmental, Health, Safety, Security and Regulatory compliance perspectives. Customer training was shared with over seven hundred attendees, and included not only the end-users of our products, but also emergency responders, transporters, law enforcement and government agencies.

We were disappointed with the departure of our EH&S Manager late this year, but are in a serious search for a replacement and do not expect you to see any lapse in the services we provide you in the health and safety arena.

As always we are here to provide the added value of training and advice for your operations. If there are areas that we have not covered in the past where you may see a need please call on us and we'll see what we can work out.

In a few months we will be starting the spring training process again and ask that whenever possible you invite your local emergency responders and CUPA

representatives to attend. The benefits to be derived from having them participate can not be overemphasized; they need to know how you are training your employees, and they also need to know about the products you use and how to manage them.

**TRAINING**  
**ENVIRONMENTAL**  
**HEALTH**  
**SAFETY**  
**SECURITY**  
**REGULATORY**

Questions or comments can  
be forwarded to CALAMCO  
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