



MORRISON & COMPANY

IN THIS ISSUE:

LESSONS ON TRUST

What does it mean when you take consulting to a whole new level of being a trusted advisor? Morrison Consultant Jesse Converse provides the inside scoop.



CLIENT CORNER

We are not the only ones with interesting news to share. Inside you will find exciting updates from our current clients including Sunsweet's 100 year anniversary celebration.



OPEN HOUSE CELEBRATION

In May, we celebrated 15 years of business with an ice cream social open house. It's not every day that you can spend quality ice cream time with Congressman Doug LaMalfa so we soaked up every minute of it!



MORRISON SNAPSHOTS

There have been numerous events to participate in these last few months. In June, we celebrated our annual company BBQ with a pool party for friends and family (photo above). Take a look at the additional fun we've had on the back page.



CALAMCO:

CELEBRATING 60 YEARS OF A PIONEERING PAST & A FERTILE FUTURE

60 CALAMCO
CELEBRATING 60 YEARS OF PARTNERSHIP

www.calamco.com

Ammonia-based nitrogen fertilizers are vital to many crops in California, the nation's largest agricultural state. There is no larger or more important provider of ammonia fertilizers than CALAMCO, a grower-owned cooperative based in Stockton. This year marks the 60th anniversary of this critical player in the modern California agriculture story.

Having founded The Best Fertilizers Company in 1932, Lowell W. Berry had a vision to form a joint venture with California growers to manufacture and sell anhydrous ammonia fertilizer. Mr. Berry knew that partnering with growers would provide both needed capital and a loyal customer base, and California Ammonia Company (now "CALAMCO") was incorporated on March 8, 1957. Construction on its first plant in Lathrop began soon after and the facility was completed and in operation in 1958. By the end of that year the company had grown to approximately 800 grower-shareholders.

At one time California boasted eight ammonia plants, of which CALAMCO operated two. However, by the 1970s, domestic manufacturing of ammonia had become challenging and uneconomical. In 1978 the CALAMCO Board of Directors approved the financing of an ammonia terminal at the Port of Stockton, providing easy entrance for overseas suppliers and ready access to the state's rich agricultural land. The first tanker vessel docked at CALAMCO's port facility in March 1979, marking a major change in the way this vital crop input is secured.

In 1984, the J.R. Simplot Company saw the potential of expanding into California and purchased the California assets of Occidental Chemical (formerly

Best Fertilizers), including their interest in CALAMCO. Today, CALAMCO is California's largest provider of ammonia, aqua, and AN20 nitrogen fertilizers with approximately 110,000 tons storage capacity. The cooperative is made up of approximately 1,100 grower-members around California, as well as fertilizer dealers throughout the state. The J. R. Simplot Company continues as CALAMCO's industry partner.

Morrison & Company is proud to have served CALAMCO for several years, including recruiting for CALAMCO's Chief Financial Officer and VP of Operations executive positions. Morrison & Company Founder and Principal Brent Morrison's service relationship with CALAMCO covers half its history, starting as manager of their services by Deloitte from 1986 to 1992.

Since 1957, CALAMCO shareholders have enjoyed high quality, reliable supply, and reduced fertilizer costs. We join them in congratulating the company and knowing they will enjoy many more years of success!



Grower Bernel Harlan (left) and Founder Lowell W. Berry (right) before the company's opening in 1958.