



CALWEST RAIN

Kerman, CA
559-846-5326

Paso Robles, CA
805-226-8990

Hanford, CA
559-537-6846

When we started CalWest Rain in 1989 our goal was to build a leading pump and irrigation business to serve and support a wide variety of agriculture operations across the San Joaquin Valley. Although a lot has changed during our nearly 30 years in business, and we have expanded to the Central Coast, the goals remain the same, provide outstanding service, top-quality products, and support the communities where we work and live by remaining locally-owned.

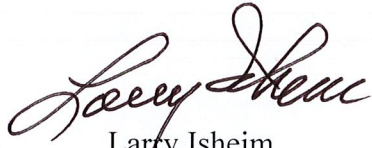
Like any successful business, succession planning is critical to our future. With that in mind, we have made the decision to transition the management of CalWest Rain to the next generation, which includes our sons Jason and Bryan who are shareholders in the business. This process started in April 2018 when we hired Rick Skaff as our new CEO. Rick is not new to the business, having served on our board for over 10 years, in addition to serving as an executive and a board member of several agriculture companies for the past 25 years.

We are not leaving the company but will be assuming a less hands-on role as senior advisors. We will be in the office most days and remain shareholders in the business, but more as advisors and to ensure proper introductions are made during the transition. We cherish the customer and vendor relationships we have built over the past three decades, are concerned with maintaining our relationships, and hope CalWest Rain will continue to earn your business and loyalty.

With the future in mind, we have also recently changed our management structure to better serve and support the business in 2019 and beyond. Additionally, we are making new investments in Kerman which include a new office, machine shop, mechanics/electricians' shop, and equipment going into service during early 2019. We will share these and other details as we meet with you in the coming months.

In the meantime, should you have any questions or concerns about CalWest Rain, please feel free to contact one of us. Thank you for your business and we look forward to working with you in 2019.

Sincerely,



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Co-Founder
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Jim Martin
Co-Founder
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Rick Skaff
CEO
559-908-6166