



2012 HARVEST EDITION

We are always impressed how our clients “Weather the Storms”. This growing season has turned out to be another challenging one to say the least. With harvest beginning across the state our focus is on protecting your crops from additional harvest losses, collecting production information for claims and looking forward to the 2013 crop season. Please review the notes below and give us a call if you have any questions.

CURRENT INSURANCE UPDATES

Wheat

1. The base price for wheat will be set on September 15. This price is set for Nebraska by tracking the September KCBOT HRW wheat between August 15 – September 14. If you are planting wheat for the 2013 crop year, be sure to visit with us prior to September 30 to review your coverage.

Spring Crops (Corn, Soybeans, Sorghum, etc.)

1. Change from 2011: MPC I Premiums Due prior to 10/31/12. If payment in full is not received on or before October 31, interest charges accrued from September 1 through October 31 will attach and be billed beginning November 1, 2012. Remember, even if loss payments are pending. Interest will attach on unpaid balances.
2. Hail Premiums are due December 1. Interest will attach at a rate of 1.25% per month after this date if not paid.

GRAIN FIRE POLICIES

Many growers are purchasing additional grain fire coverage going into harvest. With dry conditions predicted throughout harvest this additional coverage is very inexpensive. For most policies there is “fire” coverage with your existing hail policies, however the deductible and terms of the policy apply. A Grain Fire policy can be placed on your fields for a cost of \$0.18/\$100. Extremely inexpensive considering you can place an additional \$500-\$1000/ac of coverage on for \$0.90-\$1.80/ac.

MAINTAIN HARVEST RECORDS

Maintaining accurate records for all production is vital. Include the following within your harvest records; Field name, date of harvest, moisture, scale tickets, grain cart tickets, yield maps, calibration records on yield monitors, delivery summary reports, etc. Any and all information that can be utilized to substantiate production records should be maintained. Be sure to keep Irrigated and Non-Irrigated production separate. If you need another copy of your Schedule of Insurance to have with you during harvest, just give us a call.

Grain Bin Markings: If multiple fields are to be stored in the same grain bin you must identify the depth of production by marking the storage structure with a permanent marker to separate the production. Write the field name from which the production was harvested, date and initial the mark on the bin. It is suggested that you level the grain (whenever possible) between the units to ensure the accuracy of the bin mark. Don’t forget - if you have 2011 grain left over it must be measured before 2012 grain can be put on top of it. If you have any questions on marking bins, please call us.

Combine Records: Printed records from combine monitors must show the location of field, name of the crop, date, and number of pounds or bushels of the crop. Production from the combine monitor records will be compared against the measured and calculated production in the event of a loss.

Acceptable Scales: Non-portable farm scales, commercial elevator scales, or grain carts (provided the grain cart can produce printed tickets). *continued >>*

Storage Bags: In the event of a loss, production can be verified by using adjusting procedures as outlined by the Risk Management Agency (RMA). If you are using storage bags and expecting a loss – notify our office as soon as possible so that the appropriate procedures and options can be followed in reporting production.



REPORTING LOSSES

We cannot emphasize enough the importance of contacting us when **potential** or **actual** losses are anticipated or discovered. DO NOT wait until the end of harvest to notify us.

HAIL PRODUCTION PLANS

Hail Production Plans (HPP) continue to be our most popular hail policy. It is vital that producers maintain accurate production records during harvest to settle any claims due to your operation. Remember to keep the production on each field separate to assist with both MPCCI and Hail Production Plan settlements. Please report production as soon as possible on fields with potential HPP claims. We will continue to work these claims as they are reported. Don't wait until the end of harvest to report everything.

REVENUE INSURANCE & MARKETS

With the recent volatility in the commodity markets - crop insurance continues to be a stable mechanism in your risk protection portfolio. Understanding how to leverage your crop insurance with your marketing programs continues to be a point of emphasis at Ag Service Associates. Around the first of the year we are looking forward to introducing to you a new and improved quoting and coverage tool offered through one of our insurance providers. Stay in touch.



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2012 EVALUATION & 2013 PLANNING

With the 2012 harvest beginning we're all hoping it won't be long before we can start looking forward to a prosperous 2013. Immediately following harvest is always a good time to evaluate your operation. Many operations spend a considerable amount of time evaluating genetics, fertility programs, equipment, etc., but only spend a small amount of time evaluating their crop insurance programs. Crop insurance is one of the most important aspects of planning for your future. Understanding the connection between crop insurance, production and marketing can make the difference between an average year and a great year.

AGRONOMY NOTES

With the stressful summer we have been through there are concerns over low quality grain in some areas of the Midwest. During seasons like this it is vital to evaluate your crops on a timely basis. Stalk quality, low test weight and moldy corn are all issues that can become present under stressful environments. The main issue to surface lately has been isolated reports of elevated Aflatoxin levels coming out of dryland corn in extreme southeast Nebraska and northeast Kansas.

Ear mold diseases are more common in the southeastern United States and Texas but can develop across the Corn Belt with the appropriate conditions. Molds such as *Aspergillus* are most common under drought conditions, high temperatures (80-100F) and high humidity (85%) during pollination and grain fill. Any damage to the ears by insects, hail, wind, frost, etc. can elevate the chances of infection.

If you identify a field with ear molds present or have a load rejected at a delivery point, contact us immediately. Instructions for positive identification and documentation for insurance purposes are required prior to the grain entering a permanent storage facility.

