



From the President's Desk

As we wrap up the year, I would like to wish you and yours a wonderful holiday season. The AmTrust Ag team is honored that you have placed your trust in us. We want to not only meet your expectations, but also exceed them. I hope we have done that in 2017.

Continuing this month are our Ag Armour training sessions. I will be in Madison, Wisconsin, to meet with the agents who have signed up for training. With harvest ending in most locations and corn prices still sitting in the \$3.50 range, the need for coverage beyond what MPCI offers will become more important for many growers. Our suite of Ag Armour products could be the ideal solution for your growers as they begin to plan for next season. We invite you to contact us to learn more about our lineup of private products.

Farm policy discussions are moving forward, and I fully expect these talks to pick up steam during the first quarter of 2018. Again, you will hear about the possible effects on crop insurance. However, to date, I still believe the heart of the program will see very few changes. It has become far too important, from a public policy perspective, to ensure that America has a safe, secure and stable food supply. As these discussions continue, AmTrust Ag will be very involved and will certainly let you know if anything changes.

It has been an amazing year at AmTrust Ag. New staff members, a new location in Peoria, Illinois, and continued growth have us excited about what lies ahead in 2018. We could not do this without you, so as we begin to wind down 2017, I want to personally thank you for your business.

Have a safe and happy holiday season!

Mark Raymie
President
AmTrust Agriculture Insurance Services

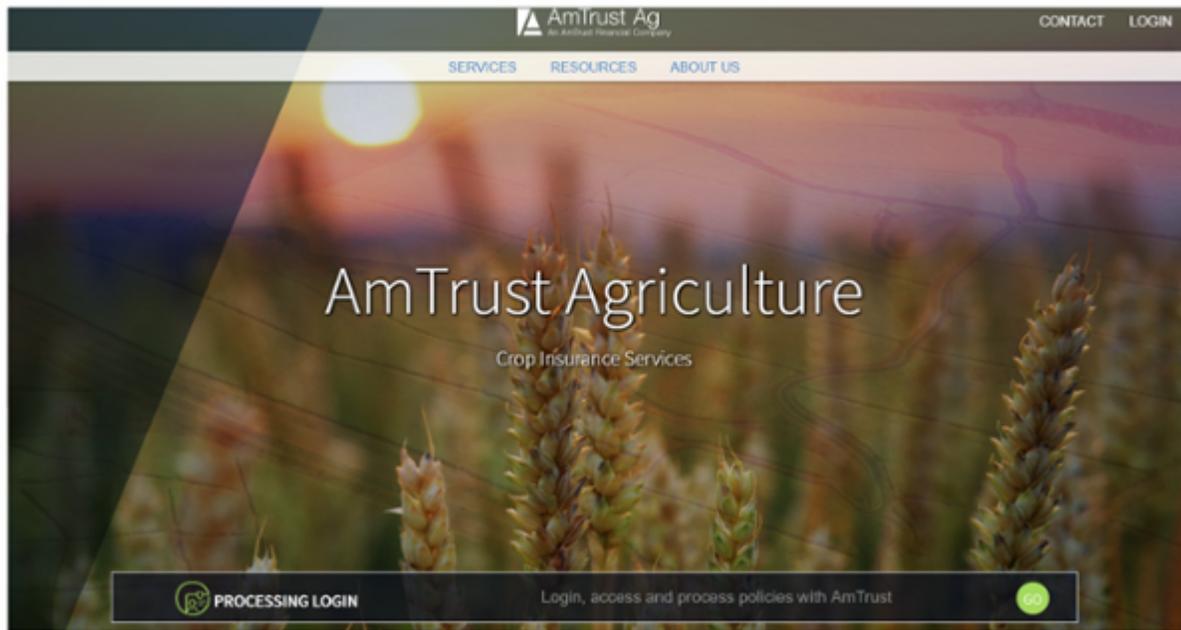
Redesigned AmTrust Ag Site: An Around-the-Clock Resource

A website that works for you.

That's exactly what we had in mind when we redesigned the AmTrust Ag website.

Sporting a new look and intuitive design, our enhanced website is a convenient source of timely, relevant information for farmers and agents alike.

The new-look site enables visitors to find everything from available lines of coverage to industry resources with just a couple of clicks. Equally as important, our processing portal allows you to log in, access and process policies with AmTrust Ag on *your* schedule.



A Rich Resource

Our redesigned site guides you to an array of product overviews and industry resources, including:

- AmTrust Ag company news
- A full suite of private crop insurance products, from Ag Armour to Crop Hail coverage to Green Snap Windstorm protection
- A complete menu of multi-peril insurance policies, from Revenue Protection to Rainfall and Vegetation Index Plans to Yield Protection.
- A portfolio of livestock insurance products, from LGM Dairy coverage to LRP Swine protection
- Links to agriculture-focused organizations like the Crop Insurance and Reinsurance Bureau Inc, to National Crop Insurance Services (NCIS), to the USDA's Risk Management Agency

Assisting You – In and Away from the Field

As always, the site also provides a snapshot of our agent-friendly tools and services. These include our mapping software, diverse quoting functionality and in-the-field data capturing and entry for faster claims processing.

We hope you find the redesigned site to be a valuable resource.

Look for additional website enhancements in the months ahead.

Ag Armour Sales Closing for Summer Sales Extended Through January 1, 2018

We are excited to announce the launch of our **Ag Armour Summer Sales Pilot** and its expansion into a full release for corn and soybeans.

Over the past few years, Ag Armour's HarvestMAX program has enabled growers to lock in bushels above their federal crop insurance levels, providing up to 95% protection. These bushels have been and continue to be the most critical bushels due to current market conditions. This year, customers can take advantage of potentially higher commodity prices throughout the summer months and lock in these HarvestMAX bushels at possibly the year's highest values! The best part: if our regular December discovery window comes in higher, customers will get that price instead.

Click here to learn more about:

HarvestMAX Max Revenue

HarvestMAX Potatoes

Ag Armour HarvestMAX is still the same program you and many of your customers have grown to rely on, but with an added opportunity to capture the best possible market price on those additional bushels. Moreover, it is an easy product to understand. It simply uses the grower’s bushels as the customer’s guarantee instead of a county-based program that may or may not map to the individual’s experience.

As you are aware, the Ag Armour staff and products are now part of the AmTrust Ag team. This partnership enables us to offer products backed by the financial strength of AmTrust Financial Services, Inc. and its A.M. Best “A” (Excellent) rating.

Before you can sell any Ag Armour products for 2018, your agency must complete Ag Armour private product training. If you have any questions regarding the contracting and training process, please reach out to your AmTrust Ag or Ag Armour contact.

Finally, and most importantly, we have extended this Ag Armour sales program through Jan. 1, 2018. All policies must be sold/purchased in the Ag Armour quoting system on or before Jan. 1.

We appreciate your business and we look forward to working with you and your customers to continue offering the best risk management solutions and packages available to growers today.

Tom Wise
National Sales Manager
AmTrust Ag

Kyle Perry
VP, Agent Relations
AmTrust Ag

AmTrust Ag Works' Fast Edit Acreage Report Mapping is More Efficient Than Ever

We are very excited about several new updates and features now available within the AmTrust AgWorks mapping module.

With reporting by CLU required by the RMA, many agents and agencies are now keying an acreage report through the integrated mapping module and then syncing it back to the detail lines within a policy. This feature has been around for several years. However, at times, it was hard to navigate. Over the past several months, improvements have been made, making the process both easier to navigate and faster to complete.

By clicking the **Select Fields** button (see below) on the mapping toolbar, you can select the fields as desired. Selecting multiple fields and then clicking on the **Plant** button will launch the new **fast edit planting dialog box**. However, if you select only one field, the single planting dialogue box will appear.



Within the fast edit box, you can perform multiple tasks, including planting multiple fields to different crops or the same crops. You can edit the acres, add the practice and add plant dates. There are also multiple filtering options, some of which might meet your needs.



Thank you for providing mapping improvement ideas and feedback. Because of your input, we were able to improve our mapping features, making it easier for you to serve your customers.

Look for more mapping system tips and training at our upcoming agent training meetings and through your Sales Representative.

Spring Update Meetings

At AmTrust Ag, our goal is to provide our agents with the industry's best education and training. Equipped with new knowledge and skills, you and your team will be ready to help America's farmers make the best risk management decisions for their operations.

Join us to hear about RMA's most recent changes and their impacts on the 2018 spring crop policies. Additionally, we will be providing updates on our private product and hail policies, along with information from our Compliance Department.

Listed below are the dates and locations for the upcoming Spring Update meetings. Our team recently sent you an invitation to the meetings via email.

[Click Here for the 2018 Training Schedule](#)

For additional information, please contact us at 844.350.2767. Tabitha Miller and E'Lise Bracker, along with your sales representative and the rest of the AmTrust Ag team, look forward to seeing you later this month or in January!

Crop Corner

Potatoes: Sharing the Story of the Spud

Let's peel back the fascinating history of the potato.



- In 1536, after conquering Peru, Spanish conquistadors discovered the flavors of the potato and brought them to Europe. There, the Spanish began cultivating potatoes along the northern coast of Spain.
- New Hampshire was home to North America's first permanent potato patches, established in 1719.
- Idaho, today's largest potato producer, did not begin growing potatoes until 1836. That year, missionaries were teaching tribes how to grow food rather than using hunting and gathering methods. In 1872, the Russet Burbank potato was developed, and the Idaho potato industry began to flourish.
- During the Alaska Klondike Gold Rush (1897-1898), potatoes were practically worth their weight in gold. Potatoes were valued for their vitamin C, and gold, at that time, was more plentiful than nutritious foods.
- In October of 1995, the potato became the first vegetable to be grown in space! NASA teamed up with the University of Wisconsin, Madison to create the technology, with the goal of feeding astronauts on long

space voyages and feeding future space colonies.

- Each year, U.S. farmers plant more than 1 million acres of potatoes. That's equivalent to filling the entire state of Rhode Island with potato plants! It is the leading vegetable crop in America, with total production exceeding 41 billion pounds.
- In the US, the top-three potato producers are Idaho, Washington, and Wisconsin.
- China and India, followed by Russia, are the world leaders.

Agriculture in the States

Agriculture plays a large role in the Prairie State. Below are a few interesting facts courtesy of National Crop Insurance Services (NCIS), the U.S. Department of Agriculture, and the Illinois Department of Agriculture,

Illinois: An Inside Look



- Nearly 80 percent of the state's land is farmland, with corn and soybeans accounting for the majority of farm sales.
- Illinois is a top-five producer of swine and leads in the production of specialty crops like pumpkins.
- The Prairie State produces several specialty crops such as buckwheat, horseradish, and lima beans.
- Illinois ranks third in the nation in the number of farmer's markets.
- As of February 2017, the state of Illinois was home to 72,200 farms, covering more than 27 million acres.
- Marketing agricultural commodities generates more than \$19 billion annually, with corn making up about 54% of that total and soybeans 27%.
- In 2016, there were more than 19 million acres insured by federal crop insurance, with over \$626 million in gross premium.
- In 2016, there was over \$82 million in crop hail written premium.

Team Member Spotlight



Ray Juarez

Business Analyst and IT Support

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What is your favorite crop?

I would say soybeans. I am a big fan of edamame beans, which are green soybeans.

What are a few of your hobbies?

I love all things motorsports. I enjoy attending any car/bike shows that I can find in the area. And when the weather cooperates, I enjoy spending some of my free time playing golf.

What is your dream car?

I have a passion for classic muscle cars, so my dream car is a 1968 Chevy Camaro.

What is your favorite time of year and why?

All the seasons are great, but summer is when all the car shows and cruises take place.

What is your favorite kind of food?

I am a lover of all foods, but Mexican food takes the number one spot, with sushi a close second.



Tyler Feterl

District Sales Manager

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What is your favorite crop?

Corn.

What are a few of your hobbies?

I love spending time with my wife and little boy. I also enjoy playing sports and staying active.

What is your favorite sport and who is your favorite sports team?

Basketball and the Chicago Bulls.

Where is your favorite place to travel?

My favorite getaway is the beach/ocean, especially when it has limited service. It forces you to enjoy the surroundings and the people who are there with you.

What is your favorite kind of food?

Steak.

AmTrust Ag is an equal opportunity provider. The U.S. Department of Agriculture (USDA) prohibits discrimination against its customers, employees, and applicants for employment on the basis of race, color, national origin, age, disability, sex, gender identity, religion, reprisal, and where applicable, political beliefs, marital status, familial or parental status, sexual orientation, or all or part of an individual's income is derived from any public assistance program, or protected genetic information in employment or in any program or activity conducted or funded by the Department. (Not all prohibited bases will apply to all programs and/or employment activities).



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