



From the President's Desk

Recently, AmTrust Ag purchased Ag Armour, the private product development and sales team located in Peoria, IL. I couldn't be more excited to welcome the staff to AmTrust Ag.

Our purchase of this company continues to tell a story about our commitment to offering a wide range of products and services in the agricultural space over the next several years. Last year, many of our competitors said AmTrust Ag would be done after one year. That is fake news. The real facts are AmTrust Ag will grow in RY2017 thanks to the continued support of our partner agents and the great work of their highly skilled staff.

Coupled with that growth is the capability, demonstrated by our purchase of Ag Armour, to venture into the private product space. I've spoken with many of you over the course of my travels. I don't have to tell you how private crop insurance products make me nervous. They have a checkered history within this industry. However, that doesn't mean this suite of products can't be developed in a way that meets the additional risk management needs of the farmer while providing differentiation for the agent. What's more, when developed the right way, these products will not become a loss leader for the insurance company. This is why we purchased Ag Armour.

I was impressed with the company's desire to ensure their products meet the broad requirements I have outlined above. Rather than chase rates or develop a gimmicky product that will be here today and gone next year, the Ag Armour team takes great personal and professional pride in developing products that will last. Doing so enables them to provide real insurance value to the agent and the farmer. Additionally, their commitment to training agents on these products is second to none.

This dedication to providing the American farmer with sound risk management solutions, adding value to our agents through additional product differentiation, and having an outstanding commitment to value-added training make Ag Armour the kind of company I want to be part of AmTrust Ag.

Please give your DSM a call to see if Ag Armour products and training might be of value to your agency.

Sincerely,

Mark Raymie
President
AmTrust Agriculture Insurance Services

District Sales Managers

Brad Meyer
989.992.3609
Brad.Meyer@amtrustag.com
Territory: MI, Northern IN, OH

Mark Parde
402.217.7995
Mark.Parde@amtrustag.com
Territory: CO, NE

Brian Harris

260.452.4255

Brian.Harris@amtrustag.com

Territory: IN

Nikki Ball

515.232.1013

Nicole.Ball@amtrustag.com

Territory: IA, WI

Chris Nesteby

541.529.3559

Chris.Nesteby@amtrustag.com

Territory: Southern IA, MO

Paul Libel

316.491.1520

Paul.Libel@amtrustag.com

Territory: KS

Corinna Douglas

218.831.4415

Corinna.Douglas@amtrustag.com

Territory: MN, ND

Rob Lensman

989.992.3609

Robin.Lensman@amtrustag.com

Territory: IN, MI, OH, PA

Debbie Hester

309.333.4232

Debbie.Hester@amtrustag.com

Territory: IL

Shane Martin

870.926.9651

Shane.Martin@amtrustag.com

Territory: AR, LA, MS, TN

Jon Tebo

765.414.6476

Jon.Tebo@amtrustag.com

Territory: IN

Tyler Feterl

605.421.0897

Tyler.Feterl@amtrustag.com

Territory: ND, SD

Jordan Denning

910.663.0228

Jordan.Denning@amtrustag.com

Territory: NC, SC

Important Reminders

MPCI & Private Product Billing

The October billing statements are in the mail! Please be sure to have payments postmarked by October 31 to avoid interest attachment (private products) or additional interest (MPCI).

Please mail all policy payments to the following address:

AmTrust Agriculture Insurance Services

P.O. Box 3407

Omaha, NE 68103-0407

If your agency receives a payment, please scan and email a copy of the payment and any support (including original envelope, if mailed) to accounting@amtrustag.com.

Please mail these payments to the address below by the next business day:

AmTrust Agriculture Insurance Services

Attn: Accounting

11300 Tomahawk Creek Parkway

Suite 300

Leawood, KS 66211

Fall Update Wrap-Up

Our training team has concluded its 2018 Fall Update meetings, which took place in 11 different states. We offered three continuing hours for agents, including the required three hours of MPC training for RMA. Some locations had the opportunity to hear about AmTrust Ag's new relationship with Farmobile as well as an overview of our private product offerings for 2018.

Although there are minimal changes for 2018, we had great discussions regarding the new APH procedures for Unavoidable, Uninsurable Fire/Third Party Damage and the changes to Margin Protection. The Compliance Department also shared some reminders regarding what is required at the time of a loss or during a compliance review to minimize what can be a stressful time for the insured.

We appreciate the excellent attendance at the AmTrust Ag fall trainings. It was a pleasure to visit with our AmTrust Ag agents and learn more about the states we serve.

Preparation is underway for the Spring Update trainings. We will announce the locations in the November issue of *Cream of the Crop Connection*.

We look forward to seeing more of our agent force in December and January!



Crop Corner

Cracking the History of Peanuts

By: Jordan Denning

First discovered in Brazil by Spanish explorers, peanuts - and their roots - can be traced as far back as 950 B.C. The Spanish explorers took the peanut back with them, and its popularity spread around the world.

Peanuts were first planted in the United States in 1777. In 1896, George Washington Carver, considered the father of the peanut industry, convinced southern farmers to rotate the planting of their peanuts with cotton. His research, which began at the Tuskegee Institute in 1903, led to more than 300 uses for peanuts, including shoe polish, shaving cream and, of course, peanut butter.

Did you know ...

- Two former presidents were peanut farmers? The most well known is Jimmy Carter; the other, Thomas Jefferson.
- Today, peanuts contribute more than \$4 billion to the U.S. economy? They are grown in 13 states across the South, from Virginia to New Mexico, with Georgia growing 46 percent of the U.S. crop.
- Peanuts aren't nuts at all? They are actually part of the legume family with beans and peas.
- There are about 540 peanuts in one 12-oz. jar of peanut butter?

Agricultural legislation, like the farm bill, is very important to peanut growers. The base acres help to keep the acres planted and contract price at a sustainable level.

Peanut organizations from various states are happy with the peanut program currently in place. As a result, these organizations are seeking no legislative changes during the current farm bill negotiations. The growers also speak highly of the contract price endorsement, which is available through the federal crop insurance program.

Agriculture in the States



Here are a few interesting facts on the impact of crop insurance on the State of North Carolina, courtesy of NCIS (National Crop Insurance Services), the USDA's National Agricultural Statistics Service (NASS), and the North Carolina Department of Agriculture.

North Carolina

- In 2015 the agriculture industry contributed more than \$12.7 billion to North Carolina's economy.
- The farmers in the state grow more than 80 different commodities

including corn, wheat, soybeans, sweet potatoes, tobacco, blueberries, cucumbers, and watermelon.

- The state produces more flue-cured tobacco and sweet potatoes than any other state.
- In 2016 harvested acres of corn for grain, peanuts, and sweet potatoes rose in number while cotton, soybeans, and tobacco declined.
- North Carolina ranks second in Christmas tree cash receipts and hog and turkey production.
- In 2016, under the federal crop insurance program, there was \$177,174,298 in written premium on over 3.6 million acres insured.
- Crop insurance protected \$1.6 billion of liability on growing crops in the state.

Team Member Spotlight



Chris Fisher

Director of Compliance

Christopher.Fisher@amtrustag.com

913.267.7511

What is your favorite crop?

Corn.

What is your favorite sports teams?

The University of Iowa football. Go Hawkeyes!

Do you have any pets?

Two dogs.

Where is your favorite place to travel?

Anywhere with water and water activities.

What are your hobbies?

Watching my kids' activities.

Samuel Dickens

Regional Sales Manager



Samuel.Dickens@amtrustag.com

903.293.3500

What is your favorite crop?

Grain sorghum. It doesn't need as much attention as some of the other major crops. After harvest, we bale the stalks for cattle feed, so it helps on feed costs in two ways.

Where is your favorite place to travel?

Definitely the beach.

What are some of your hobbies?

I like to be on the water, so during the summer, I am usually at the river or the lake on the weekends. When it comes to sports, I am a suffering Arkansas Razorback and Dallas Cowboy fan. I try to attend some Razorback games if time allows during the year. I also enjoy traveling and I like to cook. I also raise beef production cattle and have a small farm in southwest Arkansas.

What is your favorite sport?

Football. My favorite team is the Dallas Cowboys, for better or worse (emphasis on worse). But, the college game experience is great, especially tailgating

What is your favorite food?

I don't shy away from any food, but could eat Mexican every day.

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).



AmTrust Agriculture Insurance Services 699 Walnut Street Suite 454 Des Moines, Iowa 50309

You received this email because you are subscribed to General News from AmTrust Agriculture Insurance Services.

2/14/2018

Cream of the Crop Connection: An AmTrust Ag agent newsletter

Update your [email preferences](#) to choose the types of emails you receive.

[Unsubscribe from all future emails](#)