



From the COO's Desk

How lizards can help us transform crop insurance

At AmTrust Ag, we believe we can change the world by providing our farmers, agents, customer service representatives and each other with the best customer service.

All team members receive a Raging Green Thunder Lizard, along with a mirror featuring a smiley face and a Raging Green Thunder Lizard sticker.

We believe that if our team members smile when they are talking to each other and their customers, whether in person or over the phone, the other person can hear that smile. Try it for yourself. Say, with a smile, "Hello, this is Jim Rink." Now, say the same phrase without smiling. You will hear two totally differently customer service approaches.

Reminding our great AmTrust Ag team members to provide our agents and customers with excellent customer service are two 3-foot-tall Raging Green Thunder Lizard inflatables. Our team members have even named them Milo and Lizzy.

By always treating our customers – and each other – the best way possible, we will change the crop insurance world.

Jim Rink



Important Reminders

Multi-Peril Crop Insurance & Private Product Billing

Billing statements for September are in the mail. Please be sure to have payments postmarked by **September 30** to avoid interest attachment (MPCI only).

The September 30 termination date is quickly approaching. If your insureds have not already paid, please make sure their payment is postmarked by that date to protect their eligibility.

Policy payments should be mailed to the following address:

AmTrust Agriculture Insurance Services
P.O. Box 3407
Omaha, NE 68103-0407

If your agency receives a payment at your office, 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**

Current Year Production: Tips for Timely Reporting

In light of the transition to the Fast Edit design for Current Year Production Reporting, a training video is now available to support its use. Please use the link below to view the steps necessary to key the grower's production before the policy has rolled into the next reinsurance year. Then, when the roll takes place, the production data will automatically be updated on the grower's policy.

Current Year Production Reporting: [Training Video](#)

On Course for More Efficient and Accurate Mapping

AmTrust Ag offers a fully integrated mapping program within the AmTrust AgWorks Processing System. There are many benefits of using mapping and map-based acreage reports (MBARs). These include accurate reporting of acres, creating and maintaining accurate unit structure, as well as determining EU and EP qualification.

Built into the mapping module are several tools to assist with mapping your growers' fields. They include features such as drawing fields, merging or splitting fields, creating pivots and measuring distance or area. In addition, the mapping module allows you to sync acreage data both to and from the policy detail lines. What's more, you can use the module to import data from ACRSI, which can be used to create pre-filled MBARs.

Additionally, you can color-code fields by crop, practice, type and variety, providing a simplified, easy-to-read MBAR or map-based schedule of insurance.

Having undergone several significant modifications over the last year, the map-based acreage report is a valuable tool in reporting acreage by CLU. MBARs can be grouped by FSN, section or map region. Map regions allow you to group fields into a customizable view for printing or viewing. Wall maps are also available for printing.

To learn more about these and other mapping features, please reach out to your underwriter or sales team member.

Crop Corner

PRF: Providing and Protecting

Range & Pasture

Range- and pasturelands are diverse types of land where the primary vegetation produced is herbaceous plants and shrubs. These lands provide forage for beef cattle, dairy cattle, sheep, goats, horses and other domestic livestock. Relying on them for food and cover, many species of wildlife thrive here as well. They range from big game such as elk to nesting songbirds such as meadowlarks.

The lands' primary economic outputs include livestock. However, wildlife values are also a major economic consideration for these lands, especially rangelands. Extremely valuable to the environment, rangelands provide many ecosystem must-haves, including clean water as well as wildlife and fish habitats. They also offer recreational opportunities. The scenic, cultural and historical values the lands provide not only have significant economic benefits, but they also enhance our quality of life.

Did You Know:

- ... that range- and pasturelands are located in all 50 states of the U.S.? Privately owned range- and pasturelands make up over 27 percent (528 million acres) of the total acreage of the contiguous 48 states, and they constitute the largest private lands use category, exceeding both forestland (21 percent) and cropland (18 percent).
- ... that although most grazing lands are considered either range or pasture, they also include grazed forestlands, grazed croplands, haylands and native/naturalized pastures? These particular land use types make up an additional 106 million acres of privately owned grazing lands, or about 17 percent of the total U. S. grazing lands. These types of grazing lands provide a significant forage resource for U. S. livestock production.

Agriculture in the States

As an industry, agriculture affects all 50 states. Here are a few interesting facts about the state of Nebraska, courtesy of NCIS (National Crop Insurance Services), RMA (Risk Management Agency) and the Nebraska Department of Agriculture.

Nebraska: Rooted in Agriculture

- In 2015, Nebraska's agricultural industry contributed more than \$25 billion to the state's economy.
- One in every four jobs in Nebraska is agriculture related, and the state's top five agricultural exports in 2015 were soybeans, feeds and fodder, beef and veal, soybean meal and corn.
- Beef production is the largest sector of agriculture in Nebraska. In fact, the Cornhusker State is the only state that is a national leader in every aspect of beef production.
- Corn is the most widely grown crop in Nebraska and has a variety of uses, from feeding livestock and poultry to producing ethanol, distillers' grains and even bioplastics.
- There is a 4,584-foot elevation difference between the eastern side of the state and the western border.
- Crop insurance protected \$6.8 billion of liability on growing crops in Nebraska in 2016.
- In 2016, there were 17.4 million acres insured with \$508,223,191 in written premium under the federal crop insurance program.
- The private crop-hail insurance product had \$189,532,569 in written premium for 2016.

Team Member Spotlight



Bob Knuckles
Regional Sales Manager
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What is your favorite crop?

Since I am a transplanted Floridian, I have switched from corn to oranges. Vitamin C and sunshine, what could be better?

What are your hobbies?

My hobbies are golf and running. (The older I get, the faster I was.) I do plan to start road racing again someday. I now live on a golf course, but don't find much time to golf. I enjoy all types of exercise, and I like participating in and watching all types of sports. I love being outside in the warm, sunny weather.

Where is your favorite place to travel?

I like traveling in the United States around the oceans and four-wheeling in the mountains of Kentucky. I enjoy going to new places and meeting new people.

What is your favorite sport and sports team?

My favorite sport is running. As a transplanted Floridian, I follow all the University of Florida teams. Why not root for a winner? The Gators were recently national champs in baseball and men's track and field, runners-up in women's softball and the golf teams are doing well. They have won national championships in football and basketball, and the swimming and gymnastics programs are awesome. Many former UF athletes are playing professional sports, and several current and former athletes competed in the Olympics and world championships. Go Gators!

What is your alma mater?

The University of Saint Francis.



Jennifer Red

Accounting Manager

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What is your favorite crop?

Coming from California and having a Hispanic heritage, I would have to say it's a toss-up between avocados and tomatoes. Growing up, we almost always had guacamole and salsa on hand. Plus, they are great to eat all by themselves.

What are your hobbies?

I like to put jigsaw puzzles together and work on a couple pages from my puzzle book (logic problems, crosswords, word searches, etc.). I also love to bake.

What is your favorite food?

I'm a sucker for authentic Mexican food like the great food I used to get back in California.

Do you have any pets?

Yes, we have two dogs: a super protective, "momma's boy" dachshund named Peanut and a very hyperactive, attention-loving Chihuahua/terrier mix named Bo.

What is your favorite time of year and why?

I like springtime. It's not too hot and not too cold. Nature wakes back up after winter and starts to bloom. It's very beautiful.

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