



From the President's Desk

It has been a very busy late winter/early spring at AmTrust Ag!

The main reason for the flurry of activity is the amount of new business you have entrusted to us. We cannot say thank you enough. Each day, we will work hard to earn your trust, confirming that you made the right decision to partner with our team.

Only a few short seasons ago, AmTrust Ag entered the crop insurance field, writing around \$6 million in our first year. With the close of RY18 upon us, AmTrust Ag is on pace to eclipse the \$100 million mark in written premium. With your help and partnership, we will have done so in just our third full crop year in operation!

AmTrust Ag is built on service, and it is the cornerstone of our identity. In order to provide you with top-tier service, we have to be responsive and respectful. We also have to be mindful of your reputation and ours.

Responsiveness is critical to our business, and we know it is to yours. You want to have answers to your questions in a timely manner. Our underwriters, accounting, sales and claims staff strive to get you the information you need, when you need it.

Respect is critical to building a relationship. Trust in our intentions and yours, that each of us wants what is best for our businesses, our families and our employees. Respect is the foundation on which long-term, successful, relationships are built. We respect what you are doing every day to build your business, and we want to help when and where we can.

Reputations can be lost in an instant. We want our yes to be yes and our no to be no, so you can count on our word. Honest and direct communication will help us best meet your needs.

All of the employees at AmTrust Ag have worked hard to make these three "R's" the foundation of how we conduct business. I sincerely hope that is your experience with us.

Thank you again for trusting us with your business and helping make this sales season the best yet for AmTrust Ag. We wish you continued success in this great industry.

Mark

Mark Raymie

President

AmTrust Agriculture Insurance Services

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