



From the President's Desk

It seems like every day, there is something in the news that becomes the story of the day. Supreme Court picks, rescues in Thailand, something that President Trump tweeted. The pace of news is fast and furious, with each media outlet looking to fill a 24/7 news cycle. Some of these stories are very important. Some we just want to know about because we can.

Sometimes the most important piece of news is the least spectacular. While picking a nominee to the Supreme Court is very important, so is getting a Farm Bill passed through Congress and signed by the President.

Is the discussion surrounding the Farm Bill as dramatic as listening to Supreme Court nominee Brett Kavanaugh speak Monday night? No, probably not. However, while the rest of the U.S. economy seems to be picking up steam, agriculture has become the punching bag for the Administration's trade policies.

Tariffs and all of the associated risks that come with trying to correct years of trade imbalance have hit agriculture hard. This is why the swift passage of a Farm Bill that does not harm the most critical safety net our producers have – crop insurance – is vital. It is important for our farmers to see that, even with all of the rancor and tension in Washington, DC, the President and Congress have not forgotten that our farmers are being used to right decades of inaction in Washington.

We cannot allow the daily drama that seems to come from our nation's capital to drown out what is most critical. The Farm Bill needs to be finished and signed, sending a strong signal to the people who elected this President that they and their vital interests have not been forgotten.

AmTrust Ag was very active, along with many of you, in defeating the recent attempt to establish AGI limits on crop insurance. We still need to be active to ensure that this bill finds its way through Congress and onto the President's desk. We will continue to work to protect all of our interests regarding crop insurance.

AmTrust Ag is continuing to grow thanks to your partnership. We would like to welcome Donna Rotert-Bauerle to our accounting team and Lisa Masters to our underwriting group. Our Kansas City staff is now stronger than ever. Additionally, because of the trust you have placed in us, we are looking to fill two new underwriting positions and one in marketing. It is very important to us to be able to meet your service needs throughout the year.

These new additions will help us continue to provide excellent service to you and your customers!

Again, thank you for your business and trust in us.

Mark Raymie
President
AmTrust Agriculture Insurance Services

Important Reminders

Getting Ready for Acreage Reporting:

July 16, 2018 is the Acreage Reporting Date for most spring crops. The deadline for entering your data is **August 10, 2018**.

The insured is required to report 100 percent of their acres by CLU for 2018. This means that **the Acreage Report that the insured signs is required to list the complete legal, down to the Farm Serial Number/Tract/Field Number**.

It is highly recommended that the grower provide their source documents, such as FSA-578s or precision planting records, when completing their acreage report. This will not only ensure that acreage totals match, but it may also prevent delays, and possible issues, at claim time.

If you have any questions, please contact your underwriter.

Reminder: Acreage Reporting and Replant Payments

As a reminder, a replant claim cannot be paid until the acreage report is processed. As soon as you get the acreage report processed on any policy with a pending replant claim, please let your underwriter know so that we can get the claim paid as soon as possible.

Hail 2018:

Hail Manuals for 2018 can be found in the system under **Forms & Docs>View Forms and Documents** under the Manuals tab. The Crop Hail tab contains blank and fillable versions of all crop hail applications available for 2018. Please remember to attach the hail applications to the policy within seven days.

Reminder: If there is prior damage on a field, coverage will not attach until an inspection has been completed and we have communicated acceptance to you. Please let your underwriter know immediately about the prior damage, and we will get an inspection opened.

Fall MPCl & Private Product Billing

It's that time of year again. The AmTrust Ag Accounting team wants to remind you of the following:

2018RY Fall MPCl Policies

The first billing of 2018RY Fall MPCl policies were generated on July 1, 2018. Bills will be generated the 1st of each subsequent month until the policies are paid in full. Interest will begin to attach on **August 1, 2018**, and continue to attach monthly on unpaid premium and fees.

2018 Private Product Policies

To allow as much time as possible for policies eligible for early-payment discounts, we have begun billing ones that have been released by the Underwriting Department. We are routinely monitoring for the addition of new policies.

Early-Payment Discount Due Dates

- Idaho – Not eligible
- Iowa – All payments must have been postmarked by **July 1, 2018**, to qualify for the discount.
- North Dakota – All payments must be postmarked by **July 15, 2018**, to qualify for the discount.
- All Other States – Standalone hail policy payments must be postmarked by **July 31, 2018**, and all other policies (excluding SRC) by **August 31, 2018**.

Where to send payments?

Please note our new lockbox address listed below.

AmTrust Agriculture Insurance Services
PO Box 675060
Dallas, TX 75267-5060

However, if your agency receives a payment in 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

Team Member Spotlight



Diane Fishburn
Claims Processor
Diane.Fishburn@amtrustag.com
785.393.4251

From Kansas farming to claims processing: Getting to know Diane Fishburn

Having grown up in a farming family, Diane decided to pursue a career in agriculture. Diane attended Kansas State University where she majored in Agriculture Economics and Natural Resource Sciences.

After college, she embarked on a career in the insurance industry. In 2008, Diane entered the field as a crop insurance underwriter. Later, she moved into a systems development role where she helped develop a processing system and trained agents on how to use it. Then, in 2014, she transitioned to a claims processing roll.

Diane and her husband have a farm southwest of Lawrence, Kansas, where they raise corn, soybeans and cattle. They have two kids. Her oldest, Makenzie, is five and her youngest, Charlie, is one and a half.

When Diane and her family are not busy tending the family farm, they enjoy spending time at the lake boating and camping.

Chris Nesteby
Regional Sales Manager
Chris.Nesteby@amtrustag.com
541.529.3559



From dairy cows to Winston Churchill: Getting to know Chris Nesteby

Chris grew up working on his family's dairy farm, allowing him to cultivate his genuine love of agriculture. After completing his commitment to the U.S. Marine Corps, Chris was not sure what career path he wanted to pursue, so he worked in construction and manufacturing for a while. Then the opportunity to get back into agriculture presented itself, and the rest is history.

Chris worked as a production agronomist for 10 years before beginning his career in crop insurance three years ago. Since making the transition, Chris has been a District Sales Manager and recently gratefully accepted the role of Regional Sales Manager for AmTrust Ag's Southwest Region.

Chris and his wife, Danielle, have been married for nearly 19 years and have four children: Pierce, who will be 16 this year, Xander, who is 14, Emmersyn, who is 12, and Aniston, who will be turning 10.

When Chris is not busy with work or his family's activities, he enjoys spending time on his hobbies, which include shooting, hunting and just about anything that has to do with history. One of his favorite quotes is from Winston Churchill: "Never give in. Never give in. Never, never, never, never – in nothing great or small, large or petty – never give in, except to convictions of honor and good sense."

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AmTrust Agriculture Insurance Services 11300 Tomahawk Creek Parkway Suite 300 Leawood Kansas 66211

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