

Crop Shop

Fulton Insurance Newsletter



Fulton Insurance, Inc. / Rick & Annette Fulton / Crawfordsville, Iowa / January 2008

Welcome to the New Year! As your Insurance Partner, our goal is to help you have a successful 2008. We want to assist you by providing information and education to find the products that fit **your** needs. We recognize that Crop Insurance is an important tool in your business planning, and as such, we want to keep you informed so you can make the best choice possible. Please know, we are only a phone call away from any questions that arise as you carefully decide.

Fulton Insurance



Your Insurance

Partner

Personal & Professional

Inside this issue:

Triple Stack Discount	1
08 Signup	1
Planting booklets	2
Did you know?	2
Hail changes	2
Elwyn Taylor	2
Fulton Insurance	2

A politician should have three hats. One for throwing into the ring, one for talking through, and one for pulling rabbits out of if elected.

Carl Sandberg

Biotech Yield Endorsement (BYE) Discount

The Biotech Yield Endorsement (BYE) discount has been approved for the 2008 cropping season. Here are a few important details.

- Available on APH, RA and CRC policies, not on GRIP or GRP
- Must plant at least 75% of approved Biotech product per UNIT
- Per UNIT- not per farm
- Biotech products are MONSANTO triple stack technology ONLY
- These products are available through 250 different companies
- Discount vary by level of coverage, but averages 13% actual
- Farmer must supply receipts, return receipts and sign certification form
- Seed dealer must sign certification form
- RMA (not Rain and Hail) will be doing audits on 3% of policies including tissue testing
- Accurate records must be maintained where planted
- If fraudulent, policy will be voided
- NON irrigated corn only
- Standard refuge requirements apply
- For more information <http://www.rma.usda.gov/help/faq/bye.html>

We see this as a possible "tool" in your arsenal. It may seem odd that this is only offered with Monsanto, but from what we understand, they provided FCIC the documentation to be enrolled. We expect other companies to get involved if the program is available next season. The great news is that it is on UNITS....so if you use brands other than Monsanto, you can at least get the discount on some of your acres.

08 Federal Crop Signup

March 17th is the deadline for the 08 Federal Crop Insurance signup. We will need to collect your production so we can provide you with your options for the 08 season. With the increased volatility in commodity prices, rents and inputs, proper coverage is more important than ever in your risk management strategy!

If you think you can, you can.

And if you think you can't, you're right.

Henry Ford

Fog is the breath of the Gulf of Mexico. This would go along with the old timers believing it will rain 90 days following a fog. With our foggy winter, this could indicate that we might have a wet spring.

Elwyn Taylor
1/15/08

You can't go broke by taking a profit.

Bob Wisner
1/15/08



Pocket Planting Booklets Available

With Rain and Hails RHIGIS satellite mapping program, we are able to provide a customized pocket booklet to you, our clients. These are very nice little booklets much like those you get from the seed company, but BETTER! We can **customize** each client's pocket booklet to include **maps** of the farm, Field Record **charts** for listing tasks performed, place for scouting **notes**, **calendars**, and weights and measures charts. All in a compact 4"x5" pocket booklet we see it as an **EXCELLENT** little book, personalized to help you effectively manage your operation.

Did you know?.....

A field fire from a non-natural cause is NOT a covered peril with your Federal Crop Insurance policy. Fires caused by a combine fire, pickup or cigarette thrown from a car would have NO coverage with Federal Crop. A hail policy will provide coverage for this. Rain and Hail also offers Field Grain Fire Coverage. This is CHEAP and works well if you don't choose to carry a Hail policy.

Hail Coverage Change

Rain and Hail offers excellent products for the Hail market. Some GREAT new changes that have been introduced are:

- Coverage may be placed 2 hours prior to storm event (previously 6 hours)
- Coverage has been extended.....coverage terminates 12/31 (previously 11/15)
- Increased coverage for Corn is \$700 limit
- Increased coverage for Soybeans is \$600 limit

Elwyn Taylor's comments

Elwyn Taylor, ISU climatologist, spoke at a meeting in Washington on 1/15/08, his research and comments indicate a "perfect storm" scenario for drought this summer. To summarize, he sees three factors that all point to a high probability of drought for the summer of '08. 1: current La Nina situation, 2: the 19 year drought cycle 3: the current drought in the SE U.S. (16 of the last 19 times they had a drought one year, we had one the following year.) His recommendation was, it might be wise to consider this when preparing to making risk management decisions for the 08 crop. Another comment he made indicated that our foggy winter could indicate a wet spring.

Fulton Insurance Products

At Fulton Insurance, we partner with you — working together to find the best coverage for your needs. Products we offer:

- Federal Crop Insurance
- Home Insurance
- Hail Insurance
- Farm Insurance
- Liability Insurance
- Auto Insurance
- Life Insurance
- Commercial Insurance

**Call now for your complimentary INSURANCE REVIEW
to ensure you have the protection you need!**

Fulton Insurance, Inc.
2915 Underwood Ave.
Crawfordsville, Iowa 52621

Rick & Annette Fulton

fultoninsurance@iowatelecom.net
(319) 461-6260
(321)-214-0370—fax