

May 2012

Roland L. Geyer Agency



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Before You Replant – Call Us!

Weather conditions this spring have been wildly variable and so have planting conditions. If you do discover the need to replant any part of your 2012 crop, **contact The Roland L. Geyer Agency immediately!**

Federal regulations require us to follow a specific sequence of events for coverage to be enforced for replanting. Because we want you to receive the maximum benefit of your crop insurance coverage, we need you to contact us before you begin any replanting activities.

After contacting us and before you replant, it is important to leave a few strips in the affected field so an adjuster can evaluate them. This simple but essential step results in the best outcome on your replanting claim.

Call us immediately if you need to replant any portion of your total acres. And if it's after hours, you can reach Tod at home by calling 712-273-5415 or Phil at 712-636-4552.

Acreage and Planting Reporting Deadline Near

Your acreage and planting report will soon be due at both the FSA office and with us at *The Geyer Agency* for your crop insurance coverage. Your best course of action will be to bring in your information to both offices as soon as you have completed planting.

We recommend the following:

1. Certify your acres at the county FSA office.
2. Bring your certification paperwork to *The Roland L. Geyer Agency*.
3. Rest assured you receive the best possible coverage from the crop insurance agency you know and trust!

Acreage and planting dates you report to the FSA office should be identical to what you give us for your crop insurance coverage. In the event of a claim, having the same information in both cases will speed processing and ease any concerns that arise.

Not only is the reporting deadline essential for crop insurance coverage to be in effect, the potential for storms also places some urgency on the process. If a damaging storm would occur, having your information submitted soon after you finish planting will improve the claims process.

We will work with you to be sure all the required reporting and documentation is completed on time, to be sure your coverage is fully in effect as expected. It's part of the service we offer to our customers.

If you have any changes in your farming enterprise, please notify us of those as soon as possible.

The Geyer Agency is happy to help you to take care of this process if it's more convenient for you. Remember, your deadline for certification with the Farm Service Agency (FSA) is the same as for crop insurance. Our location in the same building as the FSA office makes this process as easy as possible for you!

We appreciate your business and will always do our best to serve your crop insurance needs well!

Farm Bill

The U.S. Senate has begun work on a new Farm Bill. As always, this process includes consideration of crop insurance. We are monitoring these discussions and will keep you informed as more is determined.

Weather Damage? Contact The Geyer Agency

Over the last two growing seasons, we have seen how both hail and tornadoes damage crops and impact your profitability. If you have a field receive hail or other weather damage this year, make *The Roland L. Geyer Agency* your first call.

If you have a need, we will set the process in motion for you to receive a settlement should damage exceed the established threshold of your policy.

Re-inspection is always available to you because we know it is nearly impossible to monitor every acre through the growing season. If you see suspected damage while harvesting, you have the opportunity to have adjusters come out and inspect your crop.

Leave sample strips for re-inspection standing in the field where you see the damage.

Company representatives are extremely willing to conduct re-inspections when damage is found later in the season. In larger fields, sample strips need to be left in several locations.

Whether in season or during harvest, call us if you suspect hail damage. We will go to work for you to attain the best possible settlement.

Applying Available Discounts

Changes in crop insurance affect the availability of discounts, however, the Roland L. Geyer Agency always puts our customers first, working for you to verify all appropriate credits and discounts are applied to your policies. We check all documents, including your invoice before you see it, to be sure you're getting the discounts you are entitled to receive.

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Grain Marketing Strategy Using Crop Insurance

Crop insurance is a risk management tool designed to ensure your livelihood. Your coverage should be part of your grain marketing plan each year as one of the tools you have available to seek profitability.

The guarantees with your crop insurance coverage will enable you to forward contract grain production with confidence. If you need help determining how much you should forward contract, come see us.

Ask at *The Roland L. Geyer Agency* about how you can make the most of your coverage.

