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**2013 Fall Prices...**  
 Corn - \$4.39 BU.  
 Beans – \$12.87/ BU.

## Crop Insurance Update 2014



While the 2013 crop year is still winding down, and some of our clients are even fighting significant snow cover on crops still to be harvested, it is a good time to reflect on 2013 and look forward to the 2014 crop which will start going into the ground a mere 5 months from now.

The USDA announced in November that the 2013 corn crop had climbed to a new national record of 13.9 billion bushels, surpassing the previous record of 13.1 billion bushels set in 2001. The figure far exceeded many expectations, which assumed that the wet spring and dry summer would result in a smaller national yield. The USDA's own September estimate forecasted the harvest at 13.8 billion bushels. However, because of the large abundance of corn, the USDA announced harvest price was

much lower than the initial spring estimate. The corn harvest price is \$4.39/bushel, a sharp drop of \$1.26 compared to the spring price of \$5.65/ bushel, while the soybean harvest price is \$12.87/ bushel – the same as the spring price. The price for corn rose slightly in mid-November after demand was greater than expected, but the price has still declined about 40 percent from where it was last year. The abundance of corn this year is a far cry from last autumn, when much of the Midwest was dealing with the fallout from one of the driest summers on record.

If you have not yet returned your 2013 Production Report, please contact us immediately, since there could be a claim you don't realize exists,

and the end of insurance period of 12/10, which is also the deadline to file a 2013 claim, is almost here. Crops remaining in the field as of the 10th may need to be inspected to determine a yield

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**“The only way to do great work is to love what you do. If you haven't found it yet, keep looking. Don't settle. As with all matters of the heart, you'll know when you find it.”**

**-Steve Jobs**

### Important Dates

End Of Insurance (Last day File)	12/10/2013
RP YP Grip Base Price for Corn-	Feb. Ave Dec. '14
RP YP Grip Base Price for Beans...	Feb. Ave Nov. '14
Final Plant Corn	6/5/2014
Final Plant Beans	6/20/2014
Acreage Report FSA Certification	7/15/2013
RP YP Grip Harvest Price for Corn-	Oct. ave. Dec. CBOT
RP YP Grip Harvest Price for Beans-	Oct. ave. Nov. CBOT

### Contacting us...

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## Private Products abundant this Crop Season

Most farmers have now heard of TWI (Total Weather Insurance from the Climate Corp.) What about E+ (Enterprise Plus)? Those are familiar to many and have been around 2-3 years. What you might be less familiar with is MPD (Multiple Price Discovery), Price Flex, APCO (Added Price Coverage Option), HPO (Higher Price Option), and PAR (Private Area Revenue) just to name a few of the private offerings available

this year! While it can be enough to make your head spin, in this year with possibly much lower Corn prices, some may be worth your consideration. In Summary:

- \* TWI provides individual weather specific protection per farm to protect against too hot, cold, wet or dry!
- \* Enterprise + Can pull some units out of the EU Structure so they stand alone.

- \* MPD, Price Flex, and HPO all use different Months than just Feb., to Discover a (better??) Spring Price
- \* HPO adds % to Feb. price
- \* PAR is like a group revenue policy on top of MPCPI Ask your DSA Agent to explain any of these innovative options in addition to supplemental replant, traditional Hail, Fire, Stored Grain, and even Wind or Green Snap endorsements to protect your income!

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as well.

There will not be a lot of changes to the underlying Multi-Peril Insurance products for 2014 with one big exception: The Group Plans of insurance have been renamed, from GRP and GRIP to ARPI, which, regrettably, sounds very similar to RP. The new Acronym stands for Area Risk Protection Insurance. If you had GRP or GRIP in 2013—there is a version of ARPI which will be very similar to what your old group plan was, that will replace it in 2014. The same levels of coverage are available with both plans—(Up to 90% coverage)—but some of the other factors have changed. ARPI, unlike GRP, also requires proof of your crop

yields by Feb. 15 each year, even though payouts are still based on County not individual farm yields. Generous premium subsidies enjoyed by all plans of MPCl are still in place for 2014. Trend Adjustment option is still in play-- but updated factors will be used in each of the Counties. Revenue Guarantees will likely be down due to expected lower Spring Prices, but premiums will also be down by an amount similar to the percent price drop of the commodities compared to last year. Power of Attorney forms through Crop Insurance companies are being replaced with authorization check boxes right on the policy change form, simplifying that process for 2014.

## Prepare for Adjuster

If you are proving a claim please be prepared to...

- Communicate the location of harvested grain by unit (i.e. is it in a bin, if so where? If sold or commercial storage where is proof?)
- Have Settlement /Assembly Sheets for delivered grain
- Clear markings of individual units (if necessary) on Co-mingled Bins
- Have copies of appraisal worksheets on Silage Appraisals
- FSA Maps/ certifications proving entity insured, acres, share%

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Save the Date!

2014 Dick Sims Crop  
Insurance Customer  
Appreciation Picnic will  
be Saturday July 19th  
Dinner at 6PM...

A Smart Farmer

## Fall / Winter Marketing Meeting Scheduled

Gain insight from an expert who understands Marketing/ Trends/ Opportunities and Crop Insurance products. Mike's presentation will cover Old and New Crop strategies!

**What:** Marketing update featuring thoughts and analysis from Mike Silver of Kokomo Grain, Q&A period, refreshments provided. Please come and bring a friend—All Welcome

**When:** Tuesday December 17th 6:30 PM (Should end around 8:00 PM)

**Where:** CLEDO Business Resource Center 310 South Pearl Street, Downtown Logansport

ZCZ14 - Corn - Daily OHLC Chart

