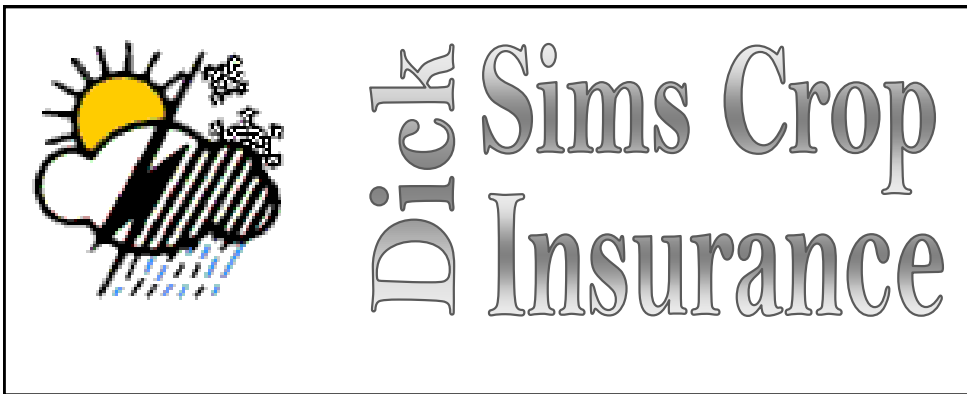


6.12.2014

▶ Volume 15, Issue 3



2014 CBOT Prices...
 Corn - \$4.62/ BU.
 Beans - \$11.36/ BU.

Online Program is Intuitive, Powerful and Free

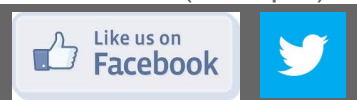
It has been said that information is power. While that is probably true, in this internet age it almost seems as if we are overloaded with too much information or at least information that is not reliable, accurate or relevant to our particular situation.

It is with that thought in mind that we are always looking for ways to help you gather information that can make your farming operation more efficient

and profitable. One of the tools we think can help you achieve your farming goals is the GrainBridge online grain management system.

A summer series of webinars focused on educating producers about the GrainBridge platform is set to begin next Tuesday, 6/17. We will be walking through all of the key components of our software- from the planning pieces of setting up profiles to

managing expenses and setting targets, as well as tracking futures and options trades. This will be a great basic education for new (cont. p.4)



Find Dick Sims Agency, Inc. on Facebook and follow @simsropins on Twitter.

"I have been up against tough competition all my life. I wouldn't know how to get along without it."

Walt Disney

Important Dates

Sales Closing Date for Corn/ Beans	was 03/15/2014
Planting Date Range Corn-	April 6- June 5th 2014
Planting Date Range Beans-	April 21- June 20th
Acreage Report FSA Certification both due-	7/15/2014
RP YP Grip Base Price for Corn-	Oct. ave. Dec. CBOT
RP YP Grip Base Price for Beans-	Oct. ave. Nov. CBOT
End of Insurance (Last day file claim)	12/10/2014

Contacting us...

- Our office location is South off of Business US 24E
4301 Grand Prix Drive
Logansport
- Mailing address:
P. O. Box 8
Logansport, IN 46947
- Our phone 574.737.7467
(Steve's cell 574.721.6499)
- Our Toll Free Number is 1.888.566.7467 (566.SIMS)
- www.dicksimsinc.com
- agency@dicksimsinc.com

Agency to Offer two Live Training Sessions on Climate Basic App

Have you ever been out in a field trying to beat an approaching storm and wondered if it will impact your current location? Now you can check future radar in your Climate Basic account to help you decide if you need to

move or are okay to stay where you are.



Best of all, Climate Basic gives you this while still being free.

Using some of the same technology as the TWI insurance product—this service is complementary to our clients again this season. To show how powerful and useful this service can be, we have (cont. p.4)

December Corn Now BELOW Crop Insurance Base Price!

In case you haven't noticed, December corn is now trading under the base prices established back in February!

The fact that the majority of acres are now planted (95%) and matching the 2010 high initial good/excellent rating (76%) has led to spec funds jumping out of their long positions in corn.

From a producer's perspective, the market is now at a level where corn revenue insurance policies are beginning to act



like a "put option", providing downside price protection. Whereas producers were able to "enhance" their positions by hedging corn when prices were well above the base prices the last three months, that opportunity is gone for now. So now the policy becomes an important part of price risk management.

Will corn price go back up? There's certainly no guarantee that will happen. But here are a few reasons why producers shouldn't panic at this time:

- 1) Technical indicators like the RSI (green line) and stochastics (red/blue lines) show the corn market significantly oversold.
- 2) The last time the crop was rated this high this early (2010) the final US corn yield was only 152.8 bpa. So crop conditions can change.
- 3) Long range weather models for July are showing hotter than normal and drier than normal forecasts!
- 4) The long term average annual high for corn falls on June 20.

For producers nervous about price going lower, I recommend using short-dated put options that will protect price downside while keeping the upside open. September put options on December corn futures expire in late August, which more than covers the growing season while costing less in time value than December options.

For more information, call us at 888-566-7467!

Hourly Rainfall Reports for All of Your Fields

With the climate.com field-monitoring service you can check the 24 hour rainfall totals for each of your fields, on demand, from your computer, tablet or smart phone. Climate.com's field-level rainfall reports update every hour to give you real-time feedback on how passing storms are impacting each of your fields.

24 Hour Rainfall:
Data updates hourly and can be sorted to allow quick viewing of which fields have received the most and least rainfall in the last 24 hours.

The screenshot displays the climate.com dashboard with the following data points:

- NE Wayne County:** Area: 139.8, Location: Wayne, NE. Temperature: 64° (Clear). 24HR PRECIP: 0.6". 7 DAY PRECIP: 0.71". SOIL MOISTURE: 94%. GROWTH STAGE: Planted.
- IN Richmond:** Area: 97.2, Location: Wayne, IN. Temperature: 68° (Light Rain). 24HR PRECIP: 0.51". 7 DAY PRECIP: 1.46". SOIL MOISTURE: 98%. GROWTH STAGE: V6.
- IL Greenfield:** Area: 78.8, Location: Greens, IL. Temperature: 81°. 24HR PRECIP: 0.16". 7 DAY PRECIP: 0.33". SOIL MOISTURE: 96%. GROWTH STAGE: V2.

Additional dashboard features include a 'FILTER' menu set to 'All Crops', a 'SORT' dropdown set to '24 Hr Precip', and a 'Show 24 Hour Forecast' button for the first field. The bottom section shows a 'CONDITIONS' bar with weather icons and a '% PRECIP' bar chart with values ranging from 0% to 30%.

Climate.com also provides the following field-level reports:

- Yield projections — updated daily
- Current soil moisture values
- Current crop growth stages
- Hourly forecasts of wind, precipitation and temperature for the next 24 hours
- Crop maturity dates — updated daily

And more!

How to login to climate.com

- 1 Go to www.climate.com and click the blue 'Sign In' button in the middle of the page.
- 2 Enter your e-mail address:
- 3 Enter your password:



© 2013 The Climate Corporation. All Rights Reserved. TWI and Named Peril policies administered by The Climate Insurance Agency LLC. Crop-hail and MPO policies administered by Climate Crop Insurance Agency LLC. Availability of federal crop insurance coverage (i.e. MPC) is subject to OneBeacon, Climate's carrier partner, gaining federal government approval for the 2014 reinsurance year. Call 1-888-924-7475, or visit climate.com/underwriting for a list of policy underwriters and for state license information visit climate.com/ata/ta/ta/cases.

The Climate.com service is not an insurance product. Under no circumstances is this service a substitute for the policy information available through the "Policy" section of your climate.com account and is not specific to any insurance coverage you may purchase. Data is provided by third party data providers and/or estimated using our analysis of historical weather and agronomic data as well as the field and crop information provided by the user.

<Online cont.> users, as well as a brush-up for those who already know how to use the system. These sessions will take place every Tuesday morning at 7 AM EST and Thursday afternoons at 12 PM EST. The session itself will be a tour of the system, with a GrainBridge team member standing by throughout the session to answer any questions. Please call or email us for details on joining these sessions.

<Climate Basic cont.> scheduled two training sessions to get producers up to speed on this innovative new service. The sessions will be at our office on Tues., July 1st at 12 Noon (Lunch served) or Wed. July 2nd at 8:00 AM (Breakfast Served.) Please call to reserve a spot at the breakfast or lunch by Friday June 27th. SPACE IS LIMITED TO 6 PEOPLE FOR EACH SESSION. Please reserve early to be assured a place.

Crop Insurance still under assault!

Means testing unfairly discriminates against full-time and diversified farms. Crop insurance is available for approximately 130 crops and types of livestock. In 2011, for all specialty crops with insurance available, 75% of planted or bearing acres were in crop insurance. The 2014 Farm Bill includes provisions to strengthen, improve and expand crop insurance; creating a barrier to participation through a means test is counter to that goal. Producers will be impacted by means testing, and those thresholds will only be more severe in the future as policymakers continue to propose lower limits.

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 Logansport, IN 46947-0008

**Please submit 2014
 Acreage Reports
 ASAP!
 Latest Deadline is
 Early July so we have
 time for data entry.**

<A Smart Farmer>

RSVP for Picnic by July 10th...

2014 Agency Customer Appreciation Picnic

Our 2014 Customer Appreciation Picnic will again be held in the McHale Complex at Riverside Park in Logansport from 5-8pm Sat. July 19th. The menu for this year's picnic includes Nelson's port-a-pit chicken, Caesar salad, mashed potatoes, and carrots. Free carousel rides and games of putt-putt will be available. Put your name in the drawing for a 16GB Apple iPad 2, gift cards, and many other door prizes. Call the office (574-737-7467) to RSVP by July 10th.

- 5:00-6:00 Putt-Putt/Social
- 6:00-7:00 Dinner
- 7:15 Mike Silver Market Update
- 7:30 Door Prizes

