



NEWSLETTER

Spring Crop Claims

If you have a production loss on your spring crops, please let us know as soon as possible. Production loss claims have to be reported by December 1st.

Sales Closing- September 30, 2006

The sales closing deadline for the 2007 wheat crop is **SEPTEMBER 30, 2006**. This is the final date you have to make any of the following changes to your current wheat policy.

- Increase or change your current level of coverage.
- Insure a crop in another county.
- Transfer your business to another agent, agency or company.
- Upgrade your "catastrophic" policy to a buy up.
- Upgrade your MPCl Buy-up policy to a revenue product.

All policies are a continuous contract. Changes and cancellations must be done in writing by the sales closing deadline of **SEPTEMBER 30, 2006**.



Pictured above is our NEW office located on South Hwy 283.



Ag Insurance Specialists

MAP
Inc.
Midwest Ag Professionals, Inc.

September 2006

INSIDE THIS ISSUE

Spring Crop Claims pg 1

Sales Closing..... pg 1

Letter From the Agent..... pg 2

Broadcast Seeding Requirements .. pg 2

Short Rate Change..... pg 2

Acreage Reporting pg 2

Wheat Final Planting Dates pg 3

Important Things To Remember..... pg 3

Updated Spring Crops..... pg 3

Reasons Why Farm Trucks Are Never Stolen..... pg 4

MAP, Inc

South Hwy 283
P.O. Box 307
Jetmore, Kansas 67854
Phone: 620.357.6390

877.299.MAPS

Letter From The Agent

Why Should I Buy Crop Insurance

By definition insurance is the means of protecting against unexpected loss. Everyone has insurance; either you buy insurance from an insurance company, or you insure yourself. When you self insure there are no premiums to pay, but in the event of a loss you pay the full amount. In other words, with self-insurance you have a policy with a 100% deductible. The easy answer then to “Why should I buy crop insurance” is: IT IS BETTER THAN THE ALTERNATIVE. THE MORE COMPLETE ANSWER WOULD BE THAT IN MOST CASES IT MAKES GOOD ECONOMIC SENSE.

Often we will hear insured’s say, “Insurance is a bad investment. I have been buying crop insurance for years and haven’t collected a single payment.” Insurance is not an investment with an associated expected return. However, crop insurance is particularly important from a financial standpoint. It enhances borrowing capacity because it can be assigned to a lender as loan collateral. It opens the door to marketing opportunities that would otherwise be unavailable by providing the means to replace bushels lost to an insurable cause, thus allowing a producer the ability to guarantee bushels as part of an aggressive marketing plan.

Crop insurance is a way to transfer the actual loss to another party in exchange for a fixed premium. **Individuals who purchase automobile insurance and insured’s who buy fire insurance on their homes understand that they don’t want to collect. They view their insurance as protection against potential loss, not an investment earning an expected return.**

Insurance is not purchased to recover losses per se, but is a method of eliminating the uncertainty for an individual.

*Excerpt from Crop Insurance Today and KanOk Insurance Services

Sincerely,
Mike Ochs

Broadcast Seeding Requirements

Any fall planted acreage on which seed is spread onto the soil surface by ANY method and is then mechanically incorporated into the soil, will be insurable ONLY if you request insurance for this acreage within 72 hours after the final planting date. You can also call within 72 hours of incorporating the seed if you plant in the late planing period.

Insurance will attach to broadcast seeded acreage on the date a company adjuster has determined an adequate stand exists. If acreage inspected does not appraise at or above the actual production history average, insurance WILL NOT attach.

PLEASE indicate on your acreage reporting form the acres you have broadcast seeded.

Short Rate Change

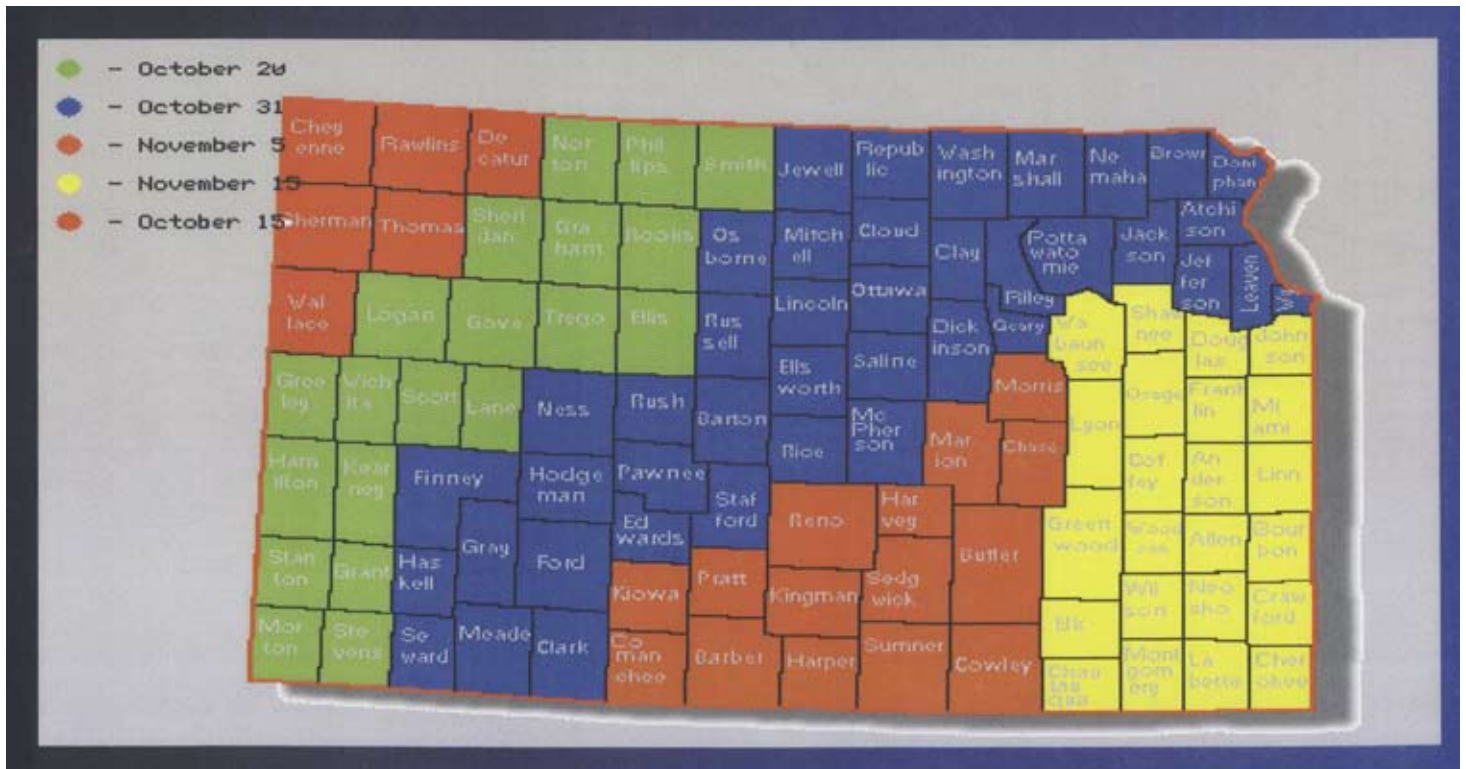
You can get a premium reduction on wheat acres you decide to graze out instead of harvest, if you report these acres by March 15th.

You CAN NOT get any acreage reinstated for coverage after you have designated the acres as graze out. If you take, “short rated” acres to harvest they are considered unreported acres and may jeopardize any loss indemnity.

Acreage Reporting

Acres reporting deadline is **November 30th**. We would appreciate getting your acres as soon as you are done planting so we can get actual acres insured.

Please View The Final Wheat Planting Dates For Your Benefit.



Important Things To Remember

When you are completing your 2007 wheat acreage report please remember:

- Be sure shares are reported correctly.
- Once a crop is planted it is covered by insurance. If you wish, for some reason, to destroy the crop, please notify us BEFORE destroying the crop.
 - If you wish for a Tractor Copy of your mapped fields, give us a call.
 - When you report your acres to FSA, be sure to get copies of your 578's for us and either mail or drop them by our office. FSA rules prevent us from obtaining a copy directly from FSA. When a loss is turned in, the adjusters need copies of those 578's and if we can provide them it will speed up the processing of your claim.

- If you plant a field different from how we have it mapped, estimate the acres on the acreage report map and write "Request Measurement Service." We will GPS the field to determine actual acres.
- Prevent Plant- If you have prevent plant acres, you must notify us immediately to qualify for Prevent Plant payments. Payments for PP will not be made if PP acres are planted to any benefit unless 2nd crop is insurable and insured. If PP needs to be mapped, call us as soon as possible.

Please Let Us Know...

- Your marital status changes.
- Your address changes.
- Your telephone number changes, including cell phone.

If you are interested in Livestock Risk Protection or Blizzard Insurance, call us for rates.

Updated Spring Crop Maps

Recently you received your farm maps updated with the 2006 Spring Crops. You probably noticed that they were different from the maps you received in 2005, as they had the Insurance Summary at the bottom of each page. If you would prefer the whole page maps to the Insurance Summary maps, please let us know. Also available, at your request, is a Whole Farm Wall Map.

We hope that you enjoy our NEW newsletter. This quarterly newsletter, will provide helpful information, as well as meeting dates and deadlines.

Reasons Why Farm Trucks Are Never Stolen:

- They only have a range of about 20 miles before they overheat, break down or run out of gas.
- Only the owner knows how to operate the door to get in or out.
- It is difficult to drive fast with all the fence tools, grease rags, ropes, chains, buckets, boots and loose papers in the cab.
- It takes too long to start and the smoke coming up through the rusted-out floorboard clouds your vision.
- The large round bale in the back makes it hard to see if you're being chased. You could use the mirrors if they weren't cracked and covered with duct tape.
- Top speed is only about 45 mph.
- It is hard to commit a crime with everyone waving at you.