

1.24.2011

▶ Volume 12, Issue 1

# Dick Sims Agency, Inc.

Crop Insurance Specialists...

since 1953

## Recent CBOT Prices...

Corn - \$5.70/ BU.  
Beans - \$13.12/ BU.

## Important Dates

|                                   |                      |
|-----------------------------------|----------------------|
| Final Date to File 2010 Claims    | was 12/10/2010       |
| RP YP Grip Base Price for Corn... | Feb. ave. Dec. CBOT  |
| RP YP Grip Base Price for Beans-  | Feb. ave. Nov. CBOT  |
| Sales Closing Date Corn /Beans    | 3/15/2011            |
| Planting Date Range Corn          | April6-June 5th 2011 |
| Planting Date Range Beans         | April21-June 20th    |
| Acreage Report due Corn Beans     | 7/15/2011            |

## Terrific Opportunities and Risks for 2011 Crop Year

As you know, commodity prices across the board have rallied to levels only dreamed of just a few short months ago. As in 2008, the most recent time we saw corn and bean prices at these lofty levels, there is tremendous opportunity to profit greatly; assuming you have your costs under control, the weather cooperates, your seed and chemicals perform up to their hype, and you are a great marketer. While you can definitely control some of these variables, many of them might merit the use of risk management strategies to control. That is where we think we can help.

GrainBridge is a new service that we are offering to any farmer free of charge. It is an online program designed specifically for grain producers to help them understand and manage expenses, revenues, trades, and government payments just to name a few! The reason we can offer such a program for free is because Farmers Mutual Hail and Dick Sims Agency have paid a subscription to offer this service to our clients and poten-

tial clients on their behalf to help our friends better understand impacts of cost and trades in risk management.

In addition to this, our agents have been very active in explaining the benefits of our newest crop insurance product- Total Weather Insurance (TWI) from our friends at Weatherbill to farmers and it is proving quite popular. Since mid-November we have made presentations to numerous clients on this new product designed as an enhancement to the traditional MPCl products that are now so widely used. The idea is that even at the best levels on MPCl a sometimes sizable gap often exists between the bushels or revenue guaranteed and the actual risk out there for the farmer. The huge expansion of Enterprise unit structure and the rapid increase on crop productivity compared to APH history are also factors to consider. A report can be generated on your location to show the huge impact weather can often have and a specific plan to reduce that risk!



### 2010 Fall Harvest Prices

- Corn CRC \$5.46/BU
- Beans CRC \$11.63/BU

### 2011 Fall Base Prices

- Wheat YP \$7.19/BU
- Wheat RP \$7.19/BU
- Spearmint \$18.50/LB
- Peppermint \$25.00/LB

“Always bear in mind that your own resolution to succeed is more important than any one thing.”

-Abraham Lincoln

## Fundamental Principles of Risk Management

- |                                  |                                    |  |
|----------------------------------|------------------------------------|--|
| 1 Know Costs                     | 5 Understand Crop Insurance        | ⇒ Who Should I buy from?   |
| 2 Have a Profit Goal             | ⇒ Do I need it?                    | Dick Sims' Agents have the knowledge, tools and experience to address these Questions! |
| 3 Lock in Profit when available  | ⇒ Which Policy?                    |  |
| 4 Understand Government Programs | ⇒ Can I benefit w/o an indemnity ? |  |

## Contacting us...

- Our office is S. off OLD US 24E - 4301 Grand Prix Drive in Logansport
- Mail to : 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)
- Our web site is [www.dicksimsinc.com](http://www.dicksimsinc.com)
- Our e-mail is [agency@dicksimsinc.com](mailto:agency@dicksimsinc.com)

## Agency News Briefs:

- David Calisto is the newest agent to join the staff of Dick Sims Crop Insurance. He can help clients explore their risk management options using both subsidized and private products including MPCCI, Total Weather Insurance from Weatherbill, and Hail Insurance. A Logansport native, Dave began his Insurance career in 1986 after attending Ball State and IUK. He serves on several local church and community boards and committees. Dave and his wife Natalie have four children. His hobbies include coaching, running, music and attending his children's activities. Please stop by or attend a meeting to meet Dave.
- The agency recently signed an agreement to offer crop insurance products through Diversified Crop Insurance Services. As you know, all companies must charge the same for MPCCI insurance, but many factors affect companies desirability to us, most notably, financial stability, which all our companies possess! We felt it would be desirable to represent an additional company due to the enhanced claim capability an additional adjusting force can bring, along with enhanced Agent training capabilities and some additional proprietary computer tools to help farmers analyze their options. In addition to Diversified, we also represent Great American Insurance Company, Farmers Mutual, ArmTECH, Rain and Hail, and Weatherbill. The greatest compliment of great service is a referral. Thanks for your Business!

Dick Sims Agency, Inc.  
4301 Grand Prix Drive  
P. O. Box 8  
Logansport, IN 46947-0008

## Save the Date 2011 Agency Customer Appreciation Picnic

**When:**  
Saturday July 23rd 6:30PM

**Where:**  
Logansport's Riverside Park

## A Smart Farmer

## Winter Marketing Update

Featuring Mike Silver of Kokomo Grain  
Please come and bring a friend!

**When:**  
Wednesday February 2nd @ 6:30PM

**Where:**  
LEDF Meeting Room  
310 South Pearl Street  
Downtown Logansport

