

3.31.2011

▶ Volume 12, Issue 2

Dick Sims Agency, Inc.

Crop Insurance Specialists...

since 1953

Recent CBOT Prices...

Corn - \$6.01/ BU.
Beans - \$13.49/ BU.

Important Dates

Sales Closing Date for Corn/ Beans	was 03/15/2011
Planting Date Range Corn-	April 6- June 5th 2011
Planting Date Range Beans-	April 21- June 20th
Acreage Report FSA Certification both due-	7/15/2011
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)	12/10/2011

I have this great Revenue Guarantee –now what?

Another crop is soon to be planted, inputs are purchased, ground is rented (or owned), equipment is ready ,and soon the most efficient grain producers in the world will begin planting what could well be the most valuable crop ever! If you are one of the many farmers Insuring with Revenue Protection you probably also have a guarantee that is well above the cost of production. Please don't be content to just see what happens next, rather be an active participant in your

own success! Use that guaranteed revenue as a cornerstone to a realistic plan of profitability. Use GrainBridge, come to Marketing meetings, and educate yourself to develop a comprehensive risk management strategy to bring your operation to the next level of success. Farming is hard work, and most operators enjoy tractors more than computers– but remember you are running a business and should follow proven strategies to enhance the lifestyle you love.



Are you on Facebook? So are we. Why not follow us and comment on our posts?



“The biggest mistake people make in life is not trying to make a living at doing what they enjoy most.”

-Malcom Forbes

GrainBridge online grain management

In our last newsletter we discussed the principles of grain management including knowing costs and working a marketing plan. With a free GrainBridge online grain management account you can more easily accomplish those objectives.

Please go to our site: www.dicksimsinc.com and click the button (as shown above right) from our web site for a free online account.

We will be happy to assist you in any way to set up

and use this tool to get a real handle on your true costs, set a profit goal, and develop a comprehensive plan to use the tools available to enhance your profitability this year.



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
- Our e-mail is agency@dicksimsinc.com

Some additional thoughts going in to the 2011 growing season.

- As with much of life, communication can be a key to success, please keep us informed, we welcome questions!
- Acreage Reports will be mailed about mid-May please certify with FSA and report identical acres/shares to us in a timely fashion. Final reporting dates are 7/15/2011 both for FSA and MPC, but please report early!
- Most MPC policies include Replant coverage- **Call before any replanting is done** to confirm eligibility.
- Most MPC policies cover Prevented Planting- As few as 20 Acres can qualify for this coverage. **Call as soon as you think this will be an issue.** Late claims can be rejected.
- If your crop has been hailed on, please let us know even if you think there is no damage. Sometimes damage, especially to soybeans, is not evident immediately and adjusters are trained to recognize hail damage.
- If you have a vandalism (driving through a field) claim, let us know as soon as you become aware of damage.
- Although MPC rules greatly limit our involvement in certain aspects of claims (including going to visit the Farmer with the adjuster) please do not hesitate to use us as a resource whenever needed. We love to go on Hail Claims.
- If you purchased Weatherbill TWI claims are automatic! Contact us to see how to check the rain and temps so far.
- Thanks for the trust you have placed with our Company. We appreciate your business and want you to succeed!

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

Spring Marketing Update

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

When:
Wednesday April 6th @ 7:00PM

Where:
LEDF Meeting Room
310 South Pearl Street
Downtown Logansport

