



Crop Insurance Update January 2007

Westland Co-op soon to be known as Ceres Solutions

On February 1st, Westland Co-op will become Ceres Solutions. In mid-December, the farmer members of Westland Co-op, Growers Co-op, and AgroKey overwhelmingly voted to approve the formation of a limited liability corporation that will be called Ceres Solutions.

Once the election was complete, a new board of direc-

tors consisting of 4 directors from each Co-op was elected. The new board hired Jeff Troike, the former CEO of Westland Co-op as the new CEO of the partnership. Jeff is working hard on putting together his management team so the new company is ready to go on February 1, 2007.

The Crop Insurance division will be do-

ing business as Ceres Solutions, so all correspondence will have the new logo.

We will likely have



a logo specifically for the Crop Insurance Division, but it will look very similar to the logo for the new company.

Thank You!

I'd like to thank everyone for choosing to buy their crop insurance from me this past year, and I hope to earn your business again for 2007.

With higher prices, premiums, and guarantees, there are some difficult decisions to be made. I think it's important that you have an expert by your side who can help you as you look at the variables and help you tie your crop insurance to your grain marketing plan. I want to be there to help you with these difficult choices.

Crop Insurance season just around the corner!

The sales season for 2007 spring crops is just around the corner. As usual, I will be around to visit with each of you before the March 15th sales deadline. I think it is very important to go over what we have done

in the past and look into the future to make sure that you have the right crop insurance for your operation. With higher futures prices, we will likely have more expensive premiums, yet at the same time, we will

have much higher revenue guarantees. We will look at the premiums and compare them to the guarantees so that you can make a good business decision for your farm.

2006 Yield Reporting

For those of you with CRC/RA/APH type policies, please start getting your 2006 yield information together if you haven't already. I'll help you fill out the yield reporting forms when I visit to discuss your 2007 policies.

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