



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.

I would like to take this time to introduce myself as the latest member of the Ceres Solutions Crop Insurance team. I will be selling Crop Insurance full time for Ceres Solutions.

With higher prices, premiums, and guarantees, there are some difficult decisions to be made. I think it's important that you have an agent 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. Patrick Cole

Crop Insurance season just around the corner!

The sales season for 2007 spring crops is just around the corner. I think it is very important to let me go over what you have done in the past, and look into the future to make sure that you have the right crop insur-

ance 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 com-

pare 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.

Pat Cole 765-585-5063