









# The Compass

*"Pointing You In The Right Direction"*



Harvest Time

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### USDA Updates -2008 NASS Aug. Yield Est.

		2008 Est.	2007 Yld.	BU Chng.	% Chg.
Illinois	Corn	172	178	-6	-0.03
	Soybeans	42	47	-5	-11.70
Indiana	Corn	164	157	7	-4.30
	Soybeans	45	47	-2	4.30
Iowa	Corn	171	180	-9	-5.80
	Soybeans	47	50	-3	-6.30
Michigan	Corn	148	111	37	33.00
	Soybeans	41	33	8	19.60
Ohio	Corn	160	143	17	11.70
	Soybeans	45	44	1	2.20
Wisconsin	Corn	141	145	-4	2.80

### A.C.R.E. / S.U.R.E. Signup Deadline SEPTEMBER 16, 2008

The new Farm Bill has created two new FSA administered programs to further complicate your farm safety net decisions. A.C.R.E (Average Crop Revenue Election) and S.U.R.E. (Supplemental Revenue Assistance Program). Both appear to encourage higher levels of Multi Peril crop policy coverage.

**FSA Signup deadline is SEPTEMBER 16.** One of many requirements for the program is to that ALL your grazed crops or mechanically harvested crops must be insured by a MPCI insurance policy or a NAP policy. Crops that are included, but not limited to, are Corn, Soybeans, Wheat, Alfalfa, Mint, Sweet Corn, Melons, Pumpkins, Green Beans, Pickles, etc.

This **irrevocable** option begins with the 2009 crop year but will include 2008 potential disaster payments if you sign up by the 9/16 deadline. Payment is based on state-level yields and national price calculations of revenue. Call your Goshert Insurance Agent for all your Multi-Peril policy options and your local FSA office for further information on ACRE / SURE and your NAP policy options.

### 2008 Spring Crop - Loss Reporting

With the severe lack of rain many areas are experiencing this fall, as well as rapidly fluctuating market prices, you may be wondering if your crop insurance policy will be providing any support. While it is too soon to know this answer, here are some guidelines you need to follow to protect the ability of your policy to pay in the event you would have it trigger: For **CRC - RA - IP - APH Policy Holders**, the insurance period for Spring row crops closes on December 10. Any revenue losses must be reported within 45 days after the harvest price announcement date. The Loss Notice Reporting Deadline is within **72 hours** after suspecting a loss has occurred, (i.e. - after making several swipes in the field), but no later than December 24.

In short, if you are experiencing lower than normal yields, and/or the fall price is at or below the plant price, contact us immediately to report a possible loss claim!



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## June, 2008 - Goshert Insurance becomes the first Farm Focused Agency ever appointed by Hastings Mutual Insurance!

Hastings Mutual Insurance Company recently appointed Goshert Insurance LLC as its 1<sup>st</sup> regional Farm Focused Independent Insurance Agency in its 120 year history!

Hastings Mutual Insurance Company has over \$500 million direct written premium and is licensed to write in many of the areas covered by Goshert Insurance LLC- Michigan, Indiana, Ohio, Wisconsin and Illinois.

Hastings was founded in 1885 and has a history of success in the competitive insurance industry. Their top five lines of business are Farm & Commercial Lines, Homeowners, Workman's Compensation, Auto Physical Damage and Personal Auto. Hastings Mutual is currently represented by over 900 independent insurance agencies and is rated A+ by A.M. Best.

**Give us a call today for a quote on your farm insurance!!!**

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### Farm Safety During Harvest

Fall harvest is an important and busy time of the year. We sometimes take shortcuts that could be dangerous to our health. Developing good safety habits is an excellent way to avoid many accidents.

These safety tips will be review for many of you, but read it carefully anyway. It might prevent an injury to you this fall.

- Don't take risky shortcuts, no matter how tempting.
- PTO covers, shields, guards and stands are there for your protection. Be sure they are in place when equipment is running.
- Always disengage power and shut off engine before working on plugged equipment.
- Read operators manual for proper maintenance and handling procedures.
- Take the time to properly train new help.
- Keep platforms clear, use handrails when going up and down ladders, be aware of mud and frost on platforms and ladders. (Falling is the most frequent accident reported with combines.)
- Carry a charged fire extinguisher and know how to use it.
- Carry a good first aid kit.
- When unloading stay clear of augers. (They are far easier to become entangled in than you might think.)



**Be aware that fatigue causes accidents. Relax, take breaks during the day and get your proper rest.**

**Develop good safety habits for a safer less stressful harvest.**



**Pointing You In The Right Direction!**

## Assessing Your Risk In The Markets

By Mike Daube

As we get into the month of September, we look back and wish we had taken more action in making sales as corn prices have dropped over two dollars. Now we wonder if those prices will ever come back. Some may be missing rains while “just down the road” they are getting generous rains. The emotional stress levels are high and the inevitable “what if I had done something” scenarios play out. It is very important to step back, look at the “big picture”, analyze the risk still there, and also look at opportunities.

At this writing in mid August, funds have been liquidating long positions in a big way. Open interest is dropping hard, and it is very easy to get disgusted, throw in the towel, and just forget it. Rather than waste time beating ourselves up on lost opportunity, let’s look at the factors that will influence prices from here on. The August 12th report will be watched closely as it will contain actual survey numbers on flood damaged acres, prevented plantings, and monthly supply/demand numbers. Will carry out be increased? Will yields rise to match crop condition ratings? Will harvested acres decrease? What about feed and ethanol use? This report will put the cards on the table and give us direction, but the real key will again be weather and for six weeks we will worry about finishing this late planted crop before frost.

If those questions aren’t enough, we will deal with the effects of the credit crisis, possible CFTC restrictions on speculators in the commodities markets, grain elevators limiting HTA contracts, and high increases in input cost. It seems like our risks are going up beyond our means to cope, but that’s where we can offer some assistance. Our job is to research these topics, and provide you with the best possible information to help make decisions that protect your income. We will be offering meetings both group and individual to analyze the risks you face, and offer ideas on how to manage them. It is our goal and mission to help producers stay independent and profitable, to remain the most efficient producers of food and fiber in the world.

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### Marketing Meetings

Goshert Insurance and Clear Focus Marketing have a series of risk management / marketing strategy and planning meetings scheduled for this winter.

These meetings will feature the latest information needed to equip today’s farmer with the right information to preserve and protect your farm and financial independence. Mark your calendars!!! Here are a few of the meetings currently being planned.

January 8, 2008	The Beef House	Covington, IN
January 22, 2009	Das Essenhouse	Middlebury, IN
February 24, 2009	Cromwell’s Turkeyville	Marshall, MI

Talk to your Goshert Insurance Agent for additional meetings that may be taking place in your area!!!!



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## **UPDATE on an Agent-----Richard Goshert - A Man on a Mission**

**As reported in the last Compass edition** This July 17<sup>th</sup> Richard was a team leader on his 13th mission trip to Russia with Send International. They traveled to a small lumber community by the name of Lesosibirsk (Russian: Лесосибирск) in Northern Siberia. Richard's team was in the final stage of constructing a large wooden church structure. Although every year there are always great rewards for everyone on the trip, Richard says there are always several unexpected challenges along the way. For more information and pictures of the progress go to [www.siberiachurchupdate.blogspot.com](http://www.siberiachurchupdate.blogspot.com).

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**Keep a Sharp Eye on the Goshert Insurance LLC. Website for up-to-date Ag & Risk Management information**  
[www.goshertins.com](http://www.goshertins.com)

## **Thoughts from an Agent**

Another summer has just about come and gone and harvest is upon us. The weather has been absolutely crazy. Earl Finkle, if you remember, was a radio meteorologist who said, and this is about the only thing he ever got right, "Abnormal weather will get you abnormal weather." January and February brought 2 of the 4 worst floods recorded in the last 100 years here on the Eel River. I don't ever remember, and many would agree, this much trouble planting corn and soybeans. Our hail claims are up dramatically and this year seems unusually cold. What happened to Global warming? Not long ago, wheat was only planted for the straw or a place to spread manure. Many of you are growing more wheat now that the price is sufficient to generate a good profit. Planting some wheat makes sense as it reduces the number of acres one must cover in the spring and fall, and creates income in July. It also makes sense to insure your valuable wheat crop. For \$8-\$15 an acre you can lock in a very nice revenue, in these times of crazy weather, and get this even if you have to tear it up in the spring and plant corn or soybeans. But there is a September 30 deadline for signing up. Let me know by cell phone or calling the office and I'll handle the paper work for you. Please be careful and don't take chances in the hectic harvest season and don't forget to thank God for your blessings.



*Kam Michael*

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"Did you hear about the farmer that ploughed his field with a steamroller?"  
*He wanted to grow mash potatoes!*

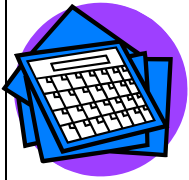
"Why did the farmer call his pig "Ink"?"  
*Because it was always running out of the pen!*

Deja Moo: *Feeling that you've heard this bull before!!*



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## Upcoming Dates To Remember



**September 16th - Deadline for 2008 A.C.R.E. / S.U.R.E. program signups at your FSA Office**

**September 30th - Deadline for 2009 Wheat Policy Applications / Changes**

**November 15 - Deadline for 2008 Wheat Production Reporting**

**November 15 - Deadline for 2009 Wheat Planted Acres Reporting**

### FARM SHOWS

<u>September 4-6 2008</u>	Farm World Expo - Boone County Fairgrounds Lebanon, IN
<u>September 16-18 2008</u>	OSU Farm Science Review - Moly Caren Ag Center—OSU London, OH
<u>December 2-4 2008</u>	Greater Peoria Farm Show - Peoria Convention Center Peoria, IL
<u>December 16-18 2008</u>	Indiana-Illinois Farm Show - Indiana State Fair Grounds, West Pavilion Indianapolis IN
<u>January 13-15 2009</u>	Fort Wayne Farm Show - Allen County Memorial Coliseum Fort Wayne, IN
<u>January 18-20 2009</u>	Quad City Farm Show - QCCA Expo Center Rockford, IL
<u>January 28-29 2009</u>	Midwest Ag-Expo - MEDA Show (near Rantoul, IL) Gordyville, IL
<u>February 16<sup>th</sup>, 2009</u>	Farmers Day - Branch Area Careers Center Coldwater, MI

## Contacting Your Agent

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