



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 partnership 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 CEO of Westland Co-op as the new CEO of the partnership. Jeff is diligently building his management team so the new company is ready to go on February 1, 2007.

The Crop Insurance division will be doing business as Ce-

res Solutions, so all correspondence will have a “new look”. Here is what the new Crop Insurance division logo will look like officially on February 1, 2007.



Thank You!

I'd like to thank everyone for your confidence and trust in choosing to buy your 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 you have an expert by your side as you look at all the variables—someone who knows how to effectively 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 review what we have done

in the past and decide if these choices are right for the future. 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.

Thanks. Gary

Gary Duncan 765.366.6000

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.