



Farmers Mutual Hail Partners with GrainBridge to Provide Online Cash Grain Risk Management Tools for Farmers

WEST DES MOINES, IA (November 5, 2010) – Farmers Mutual Hail Insurance Company of Iowa (FMH) has partnered with *GrainBridge, LLC* of Waterloo, Nebraska, to become their exclusive crop insurance company for offering farmers with one-of-a-kind, online cash grain risk management services.

There are many components of ag risk management to consider such as marketing plans, crop insurance, cash sales, futures and options, and government programs. *GrainBridge* manages this data in one simple and easy-to-use online system that allows users to effectively and efficiently track their grain production business.

“We are very impressed with the *GrainBridge* online tracking tools and their management’s focus on developing innovative services for farmers,” said vice president and sales manager, Kevin Johnson. “They are a perfect fit for FMH and our agents and policyholders.”

Pat Kroese, vice president of *GrainBridge*, added, “The relationship between Farmers Mutual Hail and *GrainBridge* makes sense because we have the same values, as well as the same focus on the American Farmer.”

The combination of the *Planner, Manager, and Trader* tools from *GrainBridge* give producers the resources they need to organize and manage their farming operation. The *GrainBridge Planner* provides the farmer with a roadmap for developing a marketing plan while incorporating crop insurance coverage and creating a breakeven analysis and profit targets. The *GrainBridge Manager* tracks cash grain sales, futures, options (current positions continuously update during trading hours), insurance payments, and government payments with a live look at your on-farm profitability. The *GrainBridge Trader* gives producers the ability to send an offer to the grain buyer, and the grain buyer can send bids to farmers when they are in need of grain at the click of a button.

Farmer, Mike Renick, of Ingalls, Kansas, stated, “*GrainBridge* is simply convenient. Once you start using it to manage your time and your bushels you won’t know how you ever got along without it.”

Farmers Mutual Hail Insurance Company of Iowa (FMH) provides crop insurance in 15 Midwestern states and maintains a Reinsurance Department that operates in domestic and international markets. *GrainBridge* offers risk management services to agribusinesses across the Midwest and 18 major grain states.

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