



Monday, April 23, 2012

Ron Fullan
Insurance Councils of Saskatchewan
310-2631 28th Ave.
Regina SK S4S 6X3

Dear Ron,

I have been asked to provide some background as to the reasons that two of the crop adjusting procedures have been changed for the 2012 and following growing seasons. I have attached the bulletins that were sent out with the release of these changes which outline what the changes are.

The first procedure deals with Dry Beans and the changes that were made to the procedures. The changes deal with a reformatting of the loss survey sheet which does not change how the loss is figured but rather makes the process easier for both the adjuster and the farmer to follow and understand resulting in a better handling of the loss experience. There was also the addition of some information as to how to handle losses during the later stages of development which makes the procedures clearer on how to handle different types of damage. The changes that have taken place should have zero impact on the consumer as to how much loss is determined but rather should improve the adjusting by making it more easily understood.

The second procedure that had changes for 2012 was the potato loss adjusting procedures. There were two changes that were discussed – the revised growth chart for the early and mid-season maturity white potatoes and then the listing of the most common potato varieties for the various states where production is most common in the US. The first change was to standardize the early and mid-season chart with the late white and red potato charts that are the procedures by removing the column for days after planting. This is not used in the loss adjusting process so has no impact on the consumer. The list of varieties is to allow both the insurance companies and consumers a better understanding which charts apply to variety of potatoes that the producer is insuring.

Please let me know if you have any other questions.

Sincerely,

Mark Zarnstorff