

A publication brought to you by Ihry Insurance Agency, Inc.

# IHRY NEWS

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## How To Drive Safely During A Winter Storm

*Article provided by Ihry Insurance.*

As Midwesterners, driving during a winter storm is inevitable. But regardless of how many storms we drive in, it never gets any safer. With many of us traveling all around the country this winter, let's take a quick lesson on how to safely drive during a winter storm.

**Quick Reminder:** Before getting on the road, make sure:

- Your windows are snow and ice free.
- All lights are snow and ice free.
- Your windshield wipers are working properly.
- Your car has been properly prepared for winter.

### Driving In Whiteout Conditions

Nothing leads to white-knuckle driving quite like whiteout conditions. With visibility extremely limited, there are some actions you need to take while searching for an exit with a gas station.

#### 1. Slow Down [But Not Too Much]

With limited visibility comes limited reaction time. In order to avoid hitting other drivers, slow down to a pace that allows you to properly react. However, it is important to avoid such a slow speed that it actually becomes a

hazard to other drivers. Feel out the drivers around you and adapt

#### 2. Make Yourself Known

It is extremely important to make yourself as visible as possible. Use all headlights (including fog lights), turn on your hazard lights (if you fall below the speed limit), and always use turn signals when changing lanes.

#### 3. Find Shelter

Your ultimate goal is to find an exit and take shelter at a gas station or restaurant. At all costs, avoid pulling over and waiting the storm out. Not only can this lead to you becoming stuck and stranded, but it is also extremely dangerous for passing traffic.

*If pulling over becomes a safety necessity, make sure to:*

- Pull over an adequate amount
- Turn your hazards on
- Run you engine every hour for 10 minutes at a time
- Periodically clear your exhaust pipe

## Driving On Ice And Snow

Whether it's packed snow or black ice, driving on ice and snow can make even the best drivers lose complete control of their vehicle.

### 1. Slow Down

A pretty obvious tip, but often not practiced. Just as for whiteout conditions, slow down to a speed that allows you to effectively react, observe the road ahead of you, and keep a safe distance from vehicles ahead of you.

### 2. How To Handle The Dreaded Slide

Just as driving in a winter storm is inevitable, so is hitting a patch of ice and losing control. The biggest problem with drivers losing control is a lack of knowledge of how to react.

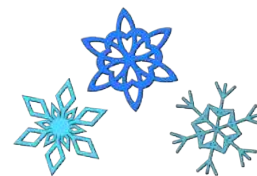
When sliding on ice:

- Stay calm
- DO NOT slam on your brakes
- Take your foot off the gas
- Steer your car into the slide, not against it (DO NOT overcorrect)
- Wait for your car to find traction before accelerating

### 3. Pay Attention

We will all encounter drivers driving far too slow, and some far too fast. Achieving the safest driving environment possible requires attention and adaptation. Pay attention to what the majority of drivers are doing and adapt to those behaviors. If the majority of drivers slow down 10 MPH, slow down 10 MPH.

Accidents can easily be avoided by simply following the pack.



### Random Winter Driving Facts

- 70,000 – During major snow falls, over 70,000 people are injured annually.
- 40% – Speeds on US highways are reduced by 13% during light snowstorms and 40% during heavy snowstorms.
- 225,000 – Snow accounts for 225,000 crashes annually.
- 14% – Fatal accidents are 14% more likely on the first snowy day of the season.



## Ihry Insights

*Article provided by Curtis Kaufman, Agency Manager  
Ihry Insurance*

### Projected Price and Harvest Price Differences across Time

Harvest prices are key variables for determining payments on crop insurance contracts. In Midwestern states, 2017 harvest prices are \$3.49 per bushel for corn and \$9.75 per bushel for soybeans. Both the corn and soybean harvest prices are below projected prices, which is typical for years when U.S. yields are above trend yields.

#### 2017 Projected and Harvest Prices

For corn and soybeans in the Midwest states, projected and harvest prices are based on settlement prices of Chicago Mercantile Exchange (CME) contracts. Projected prices are average settlement prices during February while harvest prices are averages of October settlements.

The December CME contract is used for corn and the November CME contract is used for soybeans. Projected prices are used to set minimum revenue guarantees. For Revenue Protection (RP) policies, harvest prices reset guarantees when above projected prices.

Harvest prices also are used to calculate revenue. Insurance payments occur when revenue is less than guarantees.

The projected price for corn in 2017 is \$3.96 per bushel. The harvest price is \$3.49 per bushel, \$.47 per bushel less than the projected price. The projected price for soybeans in 2017 is \$10.19 per bushel. The harvest price is \$9.75 per bushel, \$.44 less than the projected price.

### Summary

In many respects, 2017 is a typical year. National yields were above trend in 2017. From 1972 to 2017, yields are above trend in 60% of the years. In years when yields are above trend, harvest prices are below projected prices in about 70% of the years. In 2017, both corn and soybean harvest prices are below projected prices.

### Postscript

An interesting “fact” is that the corn and soybean harvest prices are exactly the same in 2016 and 2017. Harvest price in both years is \$3.49 for corn and \$9.75 for soybeans (see Table 1). The chance of having the same harvest prices in two adjacent years for one crop is very small. Chance for two crops are smaller. There is no significance to this fact, other than it happens rarely.

**Table 1. Projected and Harvest Prices for Corn and Soybeans, Midwest States, 2012 to 2017**

Year	Corn			Soybeans		
	Projected Price	Harvest Price	Change	Projected Price	Harvest Price	Change
	\$/bu.	\$/bu.	\$/bu.	\$/bu.	\$/bu.	\$/bu.
2012	5.68	7.50	1.82	12.55	15.39	2.84
2013	5.65	4.39	-1.26	12.87	12.87	0.00
2014	4.62	3.49	-1.13	11.36	9.65	-1.71
2015	4.15	3.83	-0.32	9.73	8.91	-0.82
2016	3.86	3.49	-0.37	8.85	9.75	0.90
2017	3.96	3.49	-0.47	10.19	9.75	-0.44

Source: Risk Management Agency, USDA

### Important Dates

- Production Reports – please submit ASAP
- Interest will accrue on Crop/Hail policies beginning December 31st



From your friends at Thry Insurance, we hope you had a very Merry Christmas and we wish you a Happy New Year!



# The Professional Services Liability Question

Article provided by State Auto.



As a business owner, do you need professional liability or general liability for your business? The answer could be both. If you're

not sure why you might need these two types of liability insurance, or, if you're thinking, "Aren't those the same thing?", keep reading.

Let's start with the easy answer - most every business owner needs some form of business liability coverage. A popular version is called a General Liability Policy, also called commercial liability, or CGL. No matter what kind of business you have, you will probably need protection in case something happens to someone on your property, or if you (or others on your behalf) accidentally cause bodily injury to others or property damage to someone else's property.

General liability also addresses things like personal and advertising injury, which include coverage for damages resulting from libel, slander, false arrest, detention, malicious prosecution, copyright infringement and slander in your advertising. And, this type of insurance pays for legal expenses to help defend you if you're sued for something that's covered in the policy. You might not be responsible or guilty in the suit, but you still will likely have to defend yourself.

This is a simplified description of general liability insurance, but hopefully you see how critical it is for most businesses.

## Here's the real question: Do you know if you need professional liability insurance?

Professional liability is not the same as general liability. Whether or not you need professional liability often depends on the type of business you own.

First, let's look at how professional liability is different than general liability.

Say you're a florist. You have a small shop on Main Street and you deliver flowers to weddings most weekends. If a customer slips on water spilled from a floral vase in your shop and is injured, your general liability policy would respond. If you fail to deliver flowers to the correct wedding, or deliver wilted flowers, you could be sued by the customer. In this case, no property other than the flowers was

damaged, and no one was injured. This suit came as a result of your professional services (or, in this scenario, failure to render services properly). This is where professional liability insurance comes in.

Professional liability insurance is for errors, omissions or malpractice resulting from your professional services. Other examples of businesses that likely need professional liability include aestheticians, attorneys, IT professionals, engineers, architects, physicians, optometrists, pharmacists, printers, veterinarians, and many more.

So, while every business likely needs a commercial general liability policy, only those that provide professional services might need a policy that provides coverage for lawsuits that arise out of the service itself. These businesses probably need both types of liability insurance, and if a loss occurs, only one will respond.

The thing with both of these policies is that there's always an exception. Insurance is designed to address an endless number of possible unique scenarios, which can make it complicated.

For example, a beautician who makes a mistake while creating a particular hair cut or style could be protected by a professional liability policy for any resulting damages. Fairly straightforward. But, a professional liability policy may also cover lawsuits that are the result of injuries caused by infections from pedicures or scalp burns or other injuries arising out of the beautician's services. Are the injuries the result of the beautician's professional services (professional liability), or out of a completed operation (general liability)? It's possible it could be both.

For each claim, your agent and insurance company will evaluate the loss and the coverage. The key is, make sure you have the appropriate coverages for your business. To avoid conflict in event of a claim, it may also be prudent to maintain your general liability and professional liability with the same insurance company.

If you're not sure whether you need professional liability, general liability insurance, or both - or which policy would cover which type of loss - don't go it alone. **Ask your insurance agent for guidance.**

