

NATIONAL CROP INSURANCE SERVICES

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Conlon Receives Crop Insurance Industry Leadership Award

OVERLAND PARK, Kan...Jay Conlon, Assistant Vice President, Northwest Division Office of Rain and Hail L.L.C., was presented with the Crop Insurance Industry Leadership Award at the 2007 Crop Insurance Industry Annual Convention. This award is given to individuals who are directly involved in the Crop Insurance Industry and who consistently serve the Industry by providing outstanding leadership.

Jay Conlon has been a dedicated employee of Rain and Hail L.L.C. and a Crop Insurance Industry figure for the past 25 years. His participation as a crop insurance ambassador has been invaluable to the northwestern part of the United States. Jay has served many positions both at Rain and Hail L.L.C. and also within the Industry.

Jay served on the NCIS sponsored "Blue Ribbon Commission on Crop Insurance" in the early 1980s. Part of the Commission's task was to examine the possibility that units by section and ownership, as well as personal actual production histories (APHs), may be able to be utilized versus the former area plans of coverage. This group met regularly and remained in place for a number of years, all of which Jay was an active participant.

Jay worked with the Montana Insurance Department Guarantee Board from the early 1980s until just recently helping to foster the placement of a guarantee system which provided security if or when an insurance company failed. Its sole purpose was to assure that the farmers/ranchers remained whole if a failure occurred. Jay was additionally instrumental in shaping the Insurance Department testing procedure and requirements to positively reflect the crop insurance program for agents.



Pictured in photo left to right - Steve Wedel, Vice President of Rain and Hail, L.L.C. Northwest Division; Jay Conlon, Assistant Manager of Rain and Hail, L.L.C. Northwest Division with the Crop Insurance Industry Leadership Award; Steve Harms, Rain and Hail, L.L.C. President and Chairman of the Board; and Bob Haney, Rain and Hail, L.L.C. Executive Vice President.

Jay was the only adjuster who ever elevated directly from adjuster to Division Manager with Rain and Hail L.L.C., and subsequently became the longest serving Division Manager within Rain and Hail L.L.C. to date; a testament to Jay's ability to provide the kind of service not only to his Company but also to the entire Industry. Jay has also served on the NCIS Montana Regional/State Committee for many years.

Criteria for the Crop Insurance Industry Leadership Award are: strong personal and business ethics; demonstrated service above and beyond to the Crop Insurance Industry; and, represents themselves, their company, and the Crop Insurance Industry well.

The entire crop insurance industry thanks Mr. Conlon for his hard work and dedication to the Industry and congratulates him on his success.