

2020 DAIRY REVENUE PROTECTION

Agent Sales Guide



FMH will be offering the MPCI product Dairy Revenue Protection (DRP) starting in the 2021 crop year. Agents will be able to submit new or transfer applications for DRP policies beginning June 1, 2020 and begin quoting DRP July 1, 2020.

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ABOUT DRP

How DRP is Unique

DRP provides coverage against losses in milk revenue caused by natural occurrences in market prices and production. Here are some important product details to keep in mind when talking to customers about DRP.

- **It's a daily commitment:** DRP coverage can be purchased daily except for the report release days or holidays it's not available. Policyholders have until 9:00 a.m. the following business day to submit their QCE to their agent and buy coverage based on the previous day's settlement price. The agent has until 11:00 a.m. to submit the QCE coverage via FMHA.
- **It has 3-month coverage periods:** Eight different quarterly insurance periods (QIPs) are available to insure milk throughout the crop year with 5 nearby quarters available all of time. (See the Crop Year 2021 Quarterly Insurance Period Graph under Resources.)
- **It's customized to individuals:** Dairy producers have the choice to insure up to 95% of their milk production on the day market prices peak or hedge their risks by buying multiple Quarterly Coverage Endorsements (QCEs) over time.
- **It covers milk revenue only:** DRP does not cover the death of dairy cattle, other loss or destruction of dairy cattle, or any other loss or damage.
- **It's an area-based program:** Covered milk production is based on the state or region where the producer is located (see Indexing Maps in Resource section). A producer might have decreased milk production but not receive an indemnity if the area did meet production.

GLOSSARY

Classes of Milk

- Class I: Milk used for beverages
- Class II: Milk used for soft products and aseptic fluid products
- Class III: Milk used for hard cheese
- Class IV: Milk used for butter and dry milk products

Milk Components

- Butterfat
- Protein
- Other Solids
- Nonfat solids

QIP: Quarterly Insurance Period

QCE: Quarterly Coverage Endorsement

CWT: Hundredweight = 100 lbs.

BENEFITS OF DRP WITH FMH



BENEFITS OF DRP WITH FMH

➤ FMH's quoting system among easiest to use

Agent feedback paired with our expertise and in-house tech teams resulted in an easy-to-use quoting system – important for looking at all the different options available with this flexible product.

- Easy functionality
- Easy to read and understand
- Quote calculations

Why are we offering it now? FMH put time and research into making this new product easy to quote and write for our agency partners.

➤ Complete Farm Insurance Solutions™

Existing crop or P&C customers can get all their coverage through FMH – reducing paperwork and simplifying premium payments.

➤ FMH service and expertise

Agents and policyholders continue to receive unmatched world-class service along with the industry-leading expertise they have come to expect from FMH.

FREQUENTLY ASKED QUESTIONS ABOUT DRP

How do I buy DRP coverage?

Coverage can be purchased through your agent, and an application can be filled out at any time. However, insurance doesn't attach until you buy a quarterly coverage endorsement (QCE). Multiple QCE's can be purchased with one application, and coverage starts the first day of the quarter the QCE was purchased.

Can I insure both the Component Pricing Option and the Class Pricing Option at the same time?

Yes, you may choose either pricing option on separate quarterly coverage endorsement if it's not covering the same pounds of milk.

When is premium due on DRP?

The premium is payable at the end of the Quarterly Insurance Period.

Can I purchase an endorsement with different Approved Insurance Providers (AIP) in the same crop year?

No, a quarterly coverage endorsement must be purchased with the same AIP within the same crop year. You may transfer the policy to another AIP at the beginning of a new crop year.

Can I participate in the Farm Service Agency's Margin Protection Program and DRP at the same time?

Yes.

Is only Grade A milk insurable?

The policy will only insure Grade A milk for RY2020, but for RY2021 DRP will also cover Grade B milk.

What is the crop year for the policy?

July 1 through June 30.

What premium subsidy and coverage levels are available?

DRP premium subsidy includes:

Coverage Level	80%	85%	90%	95%
Premium Subsidy	55%	49%	44%	44%

PRODUCT BENEFITS



PRODUCT BENEFITS

Simple and Easy to Understand

- As a revenue product, coverage and indemnity is based on quantity and price

Addresses Gaps in Other Products

- A farm's market risk is better recognized
- Margin products are sensitive to corn and soybean meal markets
- Protection based on your production goals

Can have Both DRP and Dairy Margin Coverage

- Cannot have DRP and LGM for same months

Subsidized

MARKET PRODUCT COMPARISON CHART

WFRP = Whole Farm Revenue Protection

LGM = Livestock Gross Margin

[Visit RMA site for more information.](#)

DMC = Dairy Margin Coverage

[Visit FSA site for more information.](#)

	WFRP	LGM	DMC	Dairy-RP
Commodity Revenue Protection	Yes	No	No	Yes
Margin Protection	No	Yes	Yes	No
Works with other Feed Insurance (e.g., Corn)	Yes	No	N/A	Yes
Regional	N/A	No	No	Yes
Coverage Election	Yes	Yes	Yes	Yes
Customizable (components/classes, etc.)	No	Low	No	High
Via FCIC	Yes	Yes	No	Yes
Price Triggers Market Based	N/A	Yes	No	Yes
Covers Yield/Production Risk	N/A	No	No	Yes
Basis Risk	Low	High	High	Low
Reporting Requirements	High	Low	Low	Low
Disappearing Deductible	No	No	No	Yes
Directly insure milk commodity or indirectly via insuring cash flows from live animal	Indirect	Indirect	Indirect	Direct
Market Based Pricing	No	Yes	No	Yes

DRP COVERAGE OPTIONS



DRP COVERAGE OPTIONS

How to Secure DRP Coverage

Once an application is submitted, coverage can be secured by adding a quarterly coverage endorsement (QCE) and having the producer choose:

1. Which quarter(s) to insure
2. Value of milk covered
3. Amount of milk to protect
4. Coverage level (80-95%)
5. Protection factor (100-150%)

Which pricing option is the best to sell: straight component-based pricing, straight class-based pricing, or a combination of the two?

The best DRP pricing options depend on the size and specialty of the producer. For smaller producers, many agents encourage using the straight class-based pricing, and for larger producers, it's a combination of the two. Although not as common, the component-based option is often used when a producer consistently has above average butterfat and protein tests.

Should producers elect multiple coverages for varying pounds of milk production?

As a marketing tool, producers can elect multiple coverage for different pounds of milk. The choice to elect multiple coverages should be based on how the producer wants to market their product.

Should producers insure one Quarterly Insurance Period at a time, or quote and purchase up to five at once?

Again, this really depends on the producer's marketing strategy. Some producers may want to get started with purchasing an endorsement for one Quarterly Insurance Period at a time only. Others are locking in 4-5 quarters at a time after signing up.

DRP COVERAGE OPTIONS



PURCHASE EXAMPLES

Example 1 – Mix of Class III and Class IV Weighting Options

- Same Effective Date, Type, QIP, Coverage Levels
- Covering different pounds of Declared Milk Production

Effective Date	7/15/2020		
Type	Class Price Option		
Practice	Apr - Jun 803		
Coverage Level	95%		
Protection Factor	1.00		
Declared Share	1.0000		
Other Person(s) Sharing			
Dec Covered Milk Prod (lbs.)	100,000		
Expected Milk Prod per Cow	5680		
Weighting Factor	Expected Price per cwt	Calculated Price per cwt	
Class III	70 \$ 17.5400	\$ 12.2780	
Class IV	30 \$ 17.7000	\$ 5.3100	
Total Class Price per cwt		\$ 17.5880	

Effective Date	7/15/2020		
Type	Class Price Option		
Practice	Apr - Jun 803		
Coverage Level	95%		
Protection Factor	1.00		
Declared Share	1.0000		
Other Person(s) Sharing			
Dec Covered Milk Prod (lbs.)	210,000		
Expected Milk Prod per Cow	5680		
Weighting Factor	Expected Price per cwt	Calculated Price per cwt	
Class III	100 \$ 17.5400	\$ 17.5400	
Class IV	0 \$ 17.7000	\$ -	
Total Class Price per cwt		\$ 17.5400	

Example 2 – Mix of Class & Component

- Same Effective Date, QIP, Coverage Levels
- Insuring different pounds of milk

Effective Date	7/15/2020		
Type	Class Price Option		
Practice	Apr - Jun 803		
Coverage Level	95%		
Protection Factor	1.00		
Declared Share	1.0000		
Other Person(s) Sharing			
Dec Covered Milk Prod (lbs.)	210,000		
Expected Milk Prod per Cow	5680		
Weighting Factor	Expected Price per cwt	Calculated Price per cwt	
Class III	100 \$ 17.5400	\$ 17.5400	
Class IV	0 \$ 17.7000	\$ -	
Total Class Price per cwt		\$ 17.5400	

Effective Date	7/15/2020		
Type	Component Price Option		
Practice	Apr - Jun 803		
Coverage Level	95%		
Protection Factor	1.00		
Declared Share	1.0000		
Other Person(s) Sharing			
Dec Covered Milk Prod (lbs.)	100,000		
Expected Milk Prod per Cow	5680		
Declared Test Pounds	Expected Value per pound	Calculated Price per cwt	
Butterfat	4.80 \$ 2.5000	\$ 12.0000	
Protein	4.00 \$ 1.7000	\$ 6.8000	
Other Solids	5.70 \$ 0.3100	\$ 1.7670	
Total Value Butterfat, Protein, Other Solids		\$ 20.5670	
Declared Component Price Weighting Factor		0.50	
Factored Total Value Butterfat, Protein, Other Solids		\$ 10.2835	
Nonfat Solids	9.70 \$ 0.8000	\$ 7.7600	
Butterfat Value		\$ 12.0000	
Total Value Nonfat Solids and Butterfat		\$ 19.7600	
1 minus Component Price Weighting Factor		0.50	
Value Nonfat Solids and Butterfat of Total Price		\$ 9.8800	
Total Component Price per cwt		\$ 20.1635	

PROCESSING DRP IN FMHA



DRP QUICK QUOTE

DRP Quick Quote

Quote Name

Badger State Farms

Agency

99001

Agent

AGENT_ID

Entity

Badger State Farms

State

WI-48

County

ALL COUNTIES-998

Crop

MILK - 0830

Plan

Dairy Revenue Protection - 83

PRK

VPRK

CC

Operation

Covered Milk Production

1,000,000

lbs

Declared Share

1.0000

Protection Factor

1.50

Production must be within 85% of total quarterly election
Protection factor from 1 to 1.5 in .05 increments

PROCESSING DRP IN FMHA



Class Pricing		Jan - Mar/Yr2 Qtr1	Apr - Jun/Yr2 Qtr2	Jul - Sep/Yr2 Qtr3	Oct - Dec/Yr2 Qtr4	
Weight Factor	Expected Yield	6.200	6.246	6.302	6.239	-
Class III	100	\$17.0400	\$16.9700	\$17.4000	\$17.2600	-
Class IV	0	\$16.8100	\$17.4500	\$17.8600	\$17.9000	-
INCLUDE IN QUOTE		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Component Pricing		Jan - Mar/Yr2 Qtr1	Apr - Jun/Yr2 Qtr2	Jul - Sep/Yr2 Qtr3	Oct - Dec/Yr2 Qtr4	Jan - Mar/Yr3 Qtr1
Butterfat	lbs/cwt	\$2.3179	\$2.4269	\$2.4972	\$2.5039	\$2.4852
Protein	3. lbs/cwt	\$2.6784	\$2.5218	\$2.5379	\$2.4396	\$2.1618
Other Solids	5.7 lbs/cwt	\$0.1565	\$0.1666	\$0.1836	\$0.1992	\$0.2085
INCLUDE IN QUOTE		<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Coverage Level(s)

☒ 95% ☐ 90% ☐ 85% ☐ 80%

Class Pricing Options

- Uses a combination of Class III and Class IV milk prices
- Insured can declare a weighting factor

Component Pricing Options

- Uses a combination of butterfat, protein, other solids, and nonfat solids values
- Based on their declared butterfat and protein tests (other solids and nonfat solids are fixed values)

Can Have a Mix of Pricing Options

Price Changes Daily

- Based on simple average of daily futures price

PROCESSING DRP IN FMHA



Your Quotes								
Covered Milk Production: 1,000,000			Declared Share: 1.0000			Protection Factor: 1.50		
Pricing Options			Expected Revenue Amount	Revenue Guarantee	Liability	Total Premium	Subsidy	Producer Premium
95%								
Class Price Option	100% Class III	per CWT	\$17.04	\$16.19	\$24.28	\$0.20	\$0.09	\$0.11
Jan - Mar/Yr2 - Qtr1		Total Dollars	\$170,400.00	\$161,880.00	\$242,820.00	\$2,006.00	\$883.00	\$1,123.00
Class Price Option	100% Class III	per CWT	\$16.97	\$16.12	\$24.18	\$0.34	\$0.15	\$0.19
Apr - Jun/Yr2 - Qtr2		Total Dollars	\$169,700.00	\$161,215.00	\$241,823.00	\$3,401.00	\$1,496.00	\$1,905.00
Component Price Option	Butterfat: 4.00lbs/cwt Protein: 3.40lbs/cwt Other Solids: 5.7lbs/cwt	per CWT	\$19.27	\$18.31	\$27.46	\$0.27	\$0.12	\$0.15
Jan - Mar/Yr2 - Qtr1		Total Dollars	\$192,703.00	\$183,068.00	\$274,602.00	\$2,728.00	\$1,200.00	\$1,528.00
Component Price Option	Butterfat: 4.00lbs/cwt Protein: 3.40lbs/cwt Other Solids: 5.7lbs/cwt	per CWT	\$19.23	\$18.27	\$27.40	\$0.45	\$0.20	\$0.15
Apr - Jun/Yr2 - Qtr2		Total Dollars	\$192,313.00	\$182,697.00	\$274,046.00	\$4,518.00	\$1,988.00	\$2,530.00

PROCESSING DRP IN FMHA



CREATING A POLICY

Use Standard MPC1 Application

- Use the MPC1 Application/Change/Cancel and Transfer form to write and manage Dairy Revenue Protection (DRP) policies. DRP applications for new insureds can be filled out at any time. DRP applications for transfers must be filled out on or before June 30.
- State and County are where the milk storage tank of the dairy operation is physically located.
- Another option is to quote in the policy. FMHA versioning of the policy allows this.

Form Completion Instructions: Dairy Revenue Protection Application / Change / Cancel / Transfer

To complete the form, fill out the following fields:

- Effective Crop Year
- Policy
- Stats
- Applicant/Insured Information
- Power of Attorney
- Agency Information
- Applicant Age Requirement
- Substantial Benefit Interest Information
- Other Policy Change
- Reason for Cancellation
- Remarks
- Crop Information
- Conditions of Acceptance
- Request for Cancellation and Transfer to Farmers Mutual Hail
- Applicant/Insured's Signature Authority
- Applicant/Insured Signature/Date
- Agent Signature/Date

Farmers Mutual Hail Insurance Company of Iowa

APPLICATION/CHANGE/CANCEL AND TRANSFER FOR

Effective Crop Year: 2021

Policy: WISCONSIN

State: WISCONSIN

Agency Code: 14081 Agency Phone Number: 414-771-4367

Agency Name: ABC INSURANCE

Applicant/Insured Information

Name of Applicant/Insured: JANE DAIRY FARMER

Type of Identification Number: SSN Identification Number: 123-45-6789

Person Type: Individual State of Ins: WISCONSIN

Street or Mailing Address: 123 Main St City, State and Zip Code: 12345678

Power of Attorney: Yes (If Yes, attach Power of Attorney or Joint Agreement as evidence of authority to insure their share. List all SB information.)

Substantial Benefit Interest (SBI) Information

List yourself and all persons with 10% or more interest in the applicant. Include Level of Interest, Name, Type of Identification Number, Identification Number, Person Type, Complete Address (check ☐ below if same as applicant), Phone Number, Landlord/Tenant.

Other Policy Change

Correct Insured's Identification Number ☐ Correct Spelling of Insured's Name ☐ Add/Change Insured's Signature Authority ☐ Add or Remove SB ☐

Reason for Cancellation

I hereby request cancellation of this insurance policy for the crop(s) and crop year(s) shown on this cancellation. I understand that if this form is not submitted on or before the cancellation date for any crop year listed, the cancellation of insurance on such crop(s) will not become effective until the following crop year.

Insured's Request ☐ Mutual Consent ☐ Death, Incapacity, or Dissolution ☐ Other ☐

Crop Information

APPO County: ALL COUNTIES BPO Crop: WELK City: State: WISCONSIN Plant: DRP - 63 Coverage Level: Current % Price / Profit: Options, Endorsements or Endorsements: Unit: Opt New: Insured: AGO: ABC:

Private Product

Producer County: BPO Crop: Plant: Type: Can. Crop: Plant: Description: Remove / Reinstatement: % Area / % Price:

PROCESSING DRP IN FMHA



CREATING A POLICY

Selecting Coverage – QCE Form

- After an insured's (DRP) application has been accepted, the insured may submit a Quarterly Coverage Endorsement (QCE) to put coverage in place. This is when liability attaches.

Form Completion Instructions

The policy version of the QCE pre-populates information already in FMHA. Review this for accuracy and make any needed changes. To complete the form, fill out the fields both in the Class Pricing Option and Component Pricing Option sections.

- Effective Date
- Type
- Practice
- Coverage Level
- Protection Factor
- Declared Share
- Other Person(s) Sharing
- Declared Covered Milk Production (lbs.)
- Expected Milk Production per Cow
- Names, Signatures, and Dates:
 - Applicant/Insured Signature/Date
 - Agent Signature/Date

Each pricing option has specific additional fields to complete. See the training guide on Form Completion Instructions: Dairy Revenue Protection Quarterly Coverage Endorsement for more information.

County		Crop	Plan of Insurance	Remarks
<div style="display: flex; justify-content: space-between;"> <div> <p>Farmers Mutual Hail Insurance Company of Iowa 6700 Westown Parkway West Des Moines, Iowa 50336</p> </div> <div> <p>DAIRY REVENUE PROTECTION QUARTERLY COVERAGE ENDORSEMENT Effective Crop Year: <u>2020</u></p> </div> <div> <p>Policy: _____ State: <u>IOWA</u></p> </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div> <p>Insured Information</p> <p>Class, Age, Sex</p> </div> <div> <p>Policy Information</p> <p>Class, Age, Sex</p> </div> </div>				
<div style="display: flex; justify-content: space-between;"> <div style="width: 30%;"> <p>Class Pricing Option Sections</p> <p>Effective Date: _____</p> <p>Type: _____</p> <p>Practice: _____</p> <p>Coverage Level: _____</p> <p>Declared Share: _____</p> <p>Other Person(s) Sharing: _____</p> <p>Dec Covered Milk Prod (lbs.): _____</p> <p>Expected Milk Prod per Cow: _____</p> <p>Weighting Factor: _____</p> <p>Expected Price per cwt: _____</p> <p>Calculated Price per cwt: _____</p> <p>Class III: _____</p> <p>Class IV: _____</p> <p>Total Price per cwt: _____</p> </div> <div style="width: 30%;"> <p>Component Pricing Option Sections</p> <p>Effective Date: _____</p> <p>Type: _____</p> <p>Practice: _____</p> <p>Coverage Level: _____</p> <p>Declared Share: _____</p> <p>Other Person(s) Sharing: _____</p> <p>Dec Covered Milk Prod (lbs.): _____</p> <p>Expected Milk Prod per Cow: _____</p> <p>Declared Total Pounds: _____</p> <p>Expected Value per pound: _____</p> <p>Calculated Price per cwt: _____</p> <p>Butterfat: _____</p> <p>Protein: _____</p> <p>Other Solids: _____</p> <p>Total Value Butterfat, Protein, Other Solids: _____</p> <p>Declared Component Price Weighting Factor: _____</p> <p>Value Butterfat, Protein, Other Solids of Total Price: _____</p> <p>Nonfat Solids: _____</p> <p>Butterfat Value: _____</p> <p>Total Value Nonfat Solids and Butterfat: _____</p> <p>1 minus Component Price Weighting Factor: _____</p> <p>Value Nonfat Solids and Butterfat of Total Price: _____</p> <p>Total Component Price per cwt: _____</p> </div> <div style="width: 30%;"> <p>Class Pricing Option Sections</p> <p>Effective Date: _____</p> <p>Type: _____</p> <p>Practice: _____</p> <p>Coverage Level: _____</p> <p>Declared Share: _____</p> <p>Other Person(s) Sharing: _____</p> <p>Dec Covered Milk Prod (lbs.): _____</p> <p>Expected Milk Prod per Cow: _____</p> <p>Weighting Factor: _____</p> <p>Expected Price per cwt: _____</p> <p>Calculated Price per cwt: _____</p> <p>Class III: _____</p> <p>Class IV: _____</p> <p>Total Price per cwt: _____</p> </div> <div style="width: 30%;"> <p>Component Pricing Option Sections</p> <p>Effective Date: _____</p> <p>Type: _____</p> <p>Practice: _____</p> <p>Coverage Level: _____</p> <p>Declared Share: _____</p> <p>Other Person(s) Sharing: _____</p> <p>Dec Covered Milk Prod (lbs.): _____</p> <p>Expected Milk Prod per Cow: _____</p> <p>Declared Total Pounds: _____</p> <p>Expected Value per pound: _____</p> <p>Calculated Price per cwt: _____</p> <p>Butterfat: _____</p> <p>Protein: _____</p> <p>Other Solids: _____</p> <p>Total Value Butterfat, Protein, Other Solids: _____</p> <p>Declared Component Price Weighting Factor: _____</p> <p>Value Butterfat, Protein, Other Solids of Total Price: _____</p> <p>Nonfat Solids: _____</p> <p>Butterfat Value: _____</p> <p>Total Value Nonfat Solids and Butterfat: _____</p> <p>1 minus Component Price Weighting Factor: _____</p> <p>Value Nonfat Solids and Butterfat of Total Price: _____</p> <p>Total Component Price per cwt: _____</p> </div> </div>				

DRP RESOURCES



SALES CALENDAR

There are no sales when there is a federal holiday, Dairy Products report, Milk Production report, or Cold Storage report.

DRP REPORTING HOLIDAYS 2021

July 1 – Sales Period Start Date for QIPs 801 to 805	September 22 – Cold Storage report
July 1 – Dairy Products report	October 5 – Dairy Products report
July 3 – HOLIDAY	October 20 – Milk Production report
July 21 – Milk Production report	October 22 – Cold Storage report
July 22 – Cold Storage report	November 5 – Dairy Products report
August 4 - Dairy Products report	November 18 – Milk Production report
August 19 – Milk Production report	November 23 – Cold Storage report
August 24 – Cold Storage report	November 26 – HOLIDAY
September 3 – Dairy Products report	November 27 - HOLIDAY
September 7 – HOLIDAY	December 3 – Dairy Products report
September 15 – Sales Period End Date for QIP 801	December 15 – Sales Period End Date for QIP 802
September 16 – Sales Period Start Date for QIP 806	December 16 – Sales Period Start Date for QIP 807
September 17 – Milk Production report	December 17 – Milk Production report
September 22 – Cold Storage report	December 22 – Cold Storage report
September 17 – Milk Production report	December 25 – HOLIDAY

FMH DRP RESOURCES

FMH Webpage

<https://www.fmh.com/insurance/crop/federal-products/dairy-revenue-protection>

FMH Brochure

https://www.fmh.com/docs/default-source/public/fmh-online-store/brochures-and-booklets/drpf_brochure_2020_web.pdf

OTHER PRODUCT RESOURCE LINKS

CME Education

<https://www.cmegroup.com/education/courses/introduction-to-dairy.html>

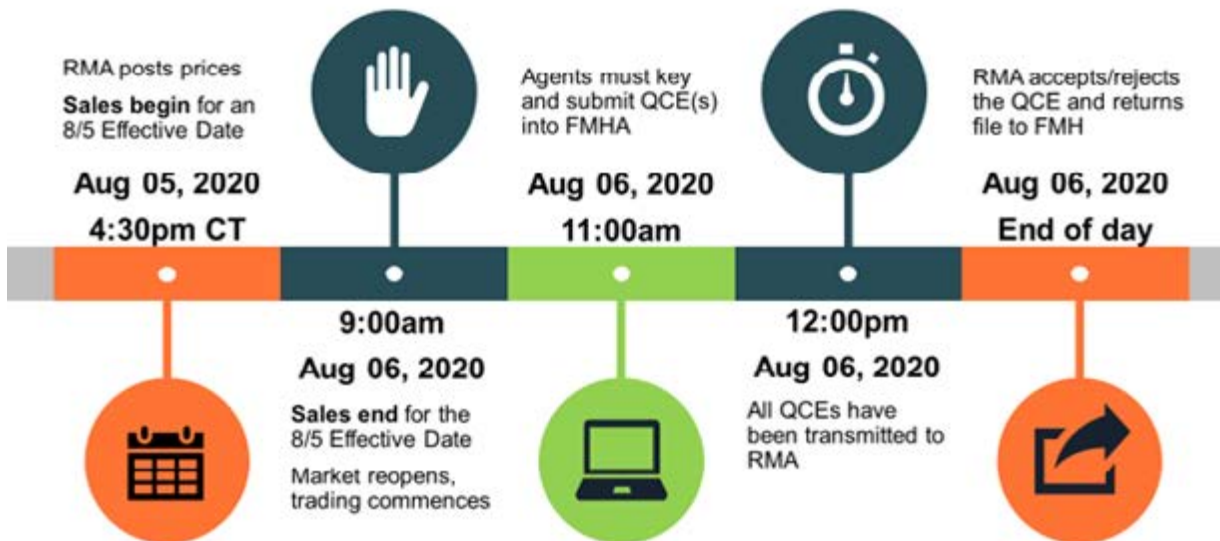
RMA

<https://www.rma.usda.gov/en/Fact-Sheets/National-Fact-Sheets/Dairy-Revenue-Protection>

DRP TIMELINES



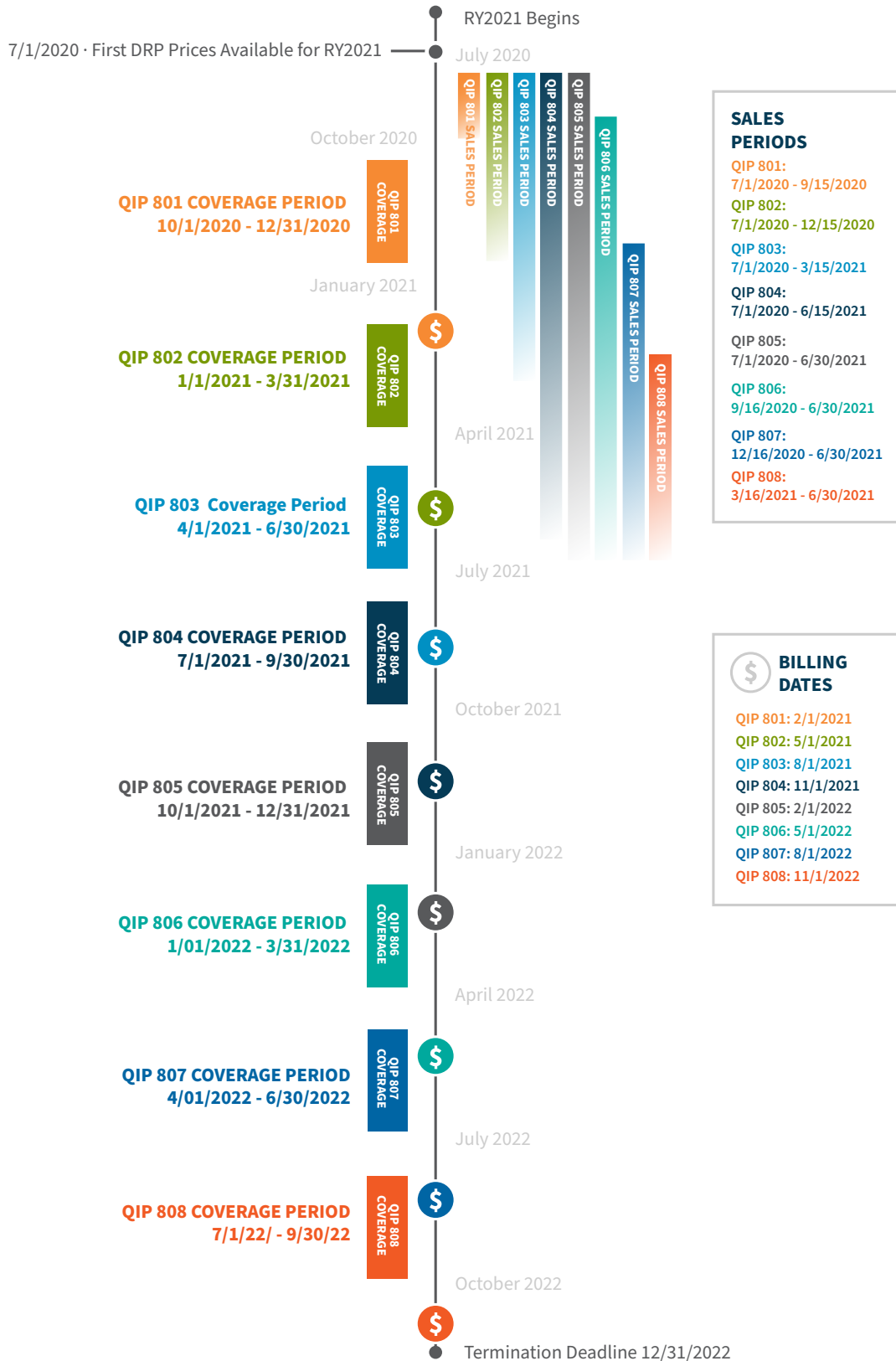
DRP QIP CHART: ONE DAY



DRP QIP CHART: ONE QUARTER



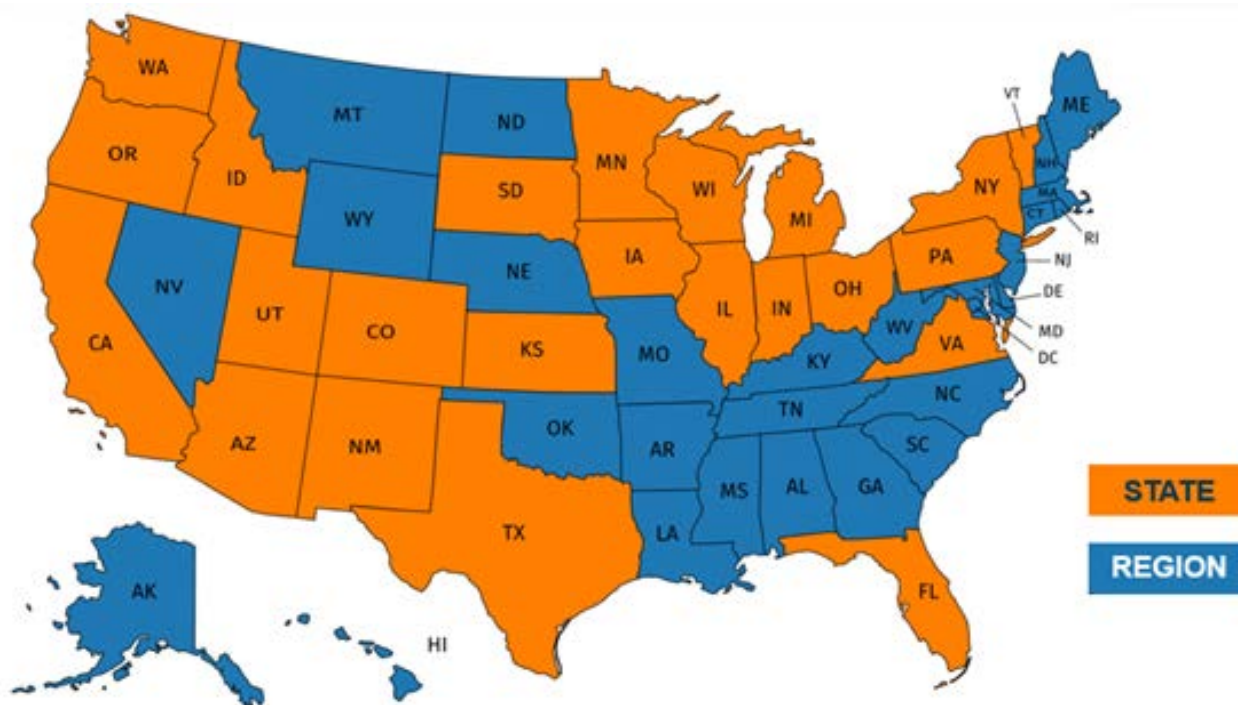
DRP TIMELINES



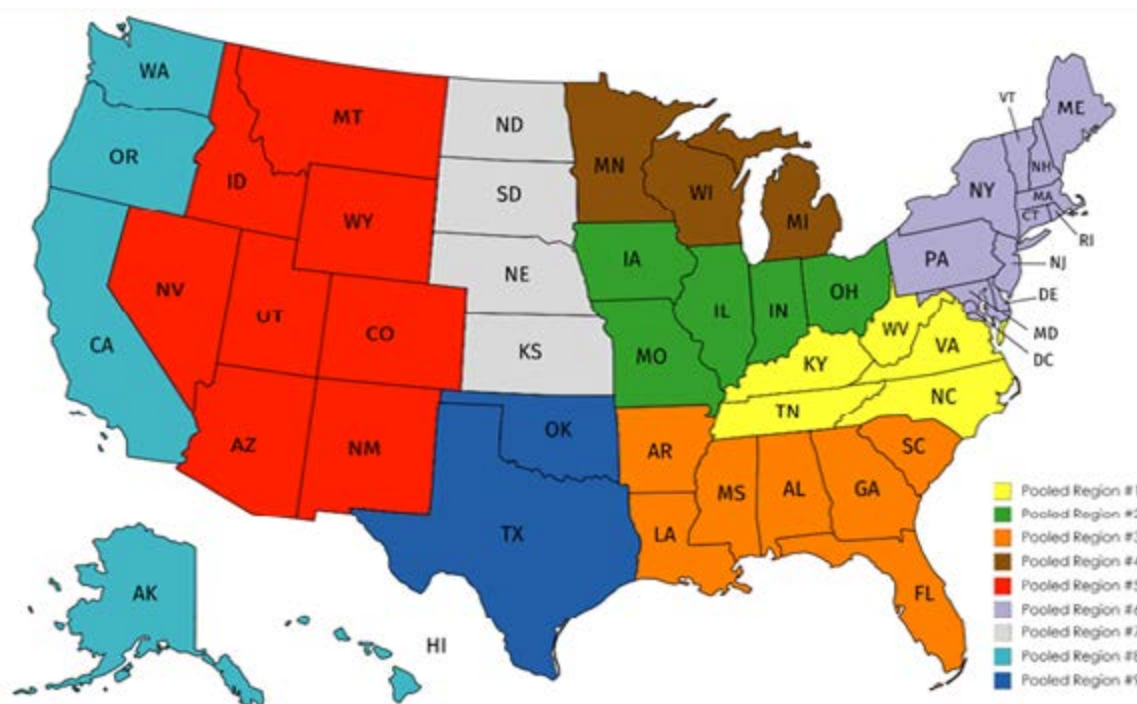
INDEXING MAPS



COVERAGE BASED ON STATE OR REGION MARKET PRICES



REGIONS USED FOR STATES WITH REGION MARKET PRICES



QUARTERLY INSURANCE PERIOD GRAPH

Crop Year 2021



Start Date	End Date	Calendar Year 2020		Calendar Year 2021				Calendar 2022			
		July - Sept	Oct - Dec	Jan - March	April - June	July - Sept	Oct - Dec	Jan - March	April - June	July - Sept	Oct - Dec
July 1, 2020	Sept 15, 2020	No Sales	801	802	803	804	805	No Sales	No Sales	No Sales	No Sales
Sept 16, 2020	Dec 15, 2020	No Sales	No Sales	802	803	804	805	806	No Sales	No Sales	No Sales
Dec 16, 2020	Mar 15, 2021	No Sales	No Sales	No Sales	803	804	805	806	807	No Sales	No Sales
Mar 16, 2021	June 15, 2021	No Sales	No Sales	No Sales	No Sales	804	805	806	807	808	No Sales
June 16, 2021	June 30, 2021	No Sales	No Sales	No Sales	No Sales	No Sales	805	806	807	808	No Sales