



Dave Schuler – Friend of the Industry Award



Dave Schuler currently serves as Executive Vice President of Field Services for Rain and Hail and has been a key member of our senior management for many years. His keen analytical skills coupled with his deep sense of curiosity has greatly benefited the crop insurance program and helped strengthen the farmer safety net!

Dave has served the crop insurance industry in many roles over his 30+ years in the industry. Beginning in 1990, Dave was instrumental in bringing GIS mapping to our industry, which began with 4 wheelers running through and around fields all over the U.S. A concept that seemed crazy to most at the time helped lead Crop Growers and Fireman’s Fund to enormous growth and led to widespread adoption of GIS mapping for the entire industry.

During his career, Dave has always been on the leading edge of technology and innovation. With Dave’s leadership, Fireman’s Fund was the industry leader in providing web-based sales and processing software to agents. During his time with John Deere, he led the initiative to begin populating acreage and production reports with data directly from the field equipment. Now, with Rain and Hail, he works collaboratively with agents and developers to create best-in class systems from point of sale to acreage and production reporting, to billing and claims processing.

In addition to his innovative leadership, Dave has spent countless hours working through the NCIS Committee structure and directly with RMA to improve the crop insurance program for farmers, ranchers, agents and AIPs. From his roots on his Montana family farm, Dave knew the importance of the crop insurance program to farmers and ranchers everywhere and has invested his entire career to a cause he believes in deeply. Dave’s impact on the crop insurance industry has been enormous, and we at Rain and Hail are forever grateful that he has spent the last 15 years with us.