



A **AN APPLE A DAY KEEPS THE DOCTOR AWAY; BUT** would your tree fruit operation be prepared to deal with a disaster tomorrow? In a complex industry, protecting your investment can seem like a daunting task. From small-scale orchards to major grower, packer and shipper facilities, managing risk in commercial agribusiness has become more complex than ever. You need an experienced risk manager and insurance partner at your side every step of the way. Let's talk.

 **OUR EXPERIENCE**

With over 40 years of experience in handling all types of agribusiness, our team works together to deliver the benefit of our collective knowledge. Our goal is to prevent losses before they occur. And when it does? Well, we've got a team for that too, and their only goal is to ensure a fair and prompt resolution.

The Agribusiness Practice at PayneWest is based in Yakima, Washington, with additional offices in Wenatchee and Richland. Our staff consists of a knowledgeable and dedicated team of professionals focused on serving the complex insurance and risk management needs of agribusiness companies in the Northwest. We study the industry intensely. We're long-time members of the Washington State Tree Fruit Association, U.S. Apple and the Washington Apple Education Foundation, just to name a few of the organizations we work with and support.

 **OUR GUIDANCE**

Are you working with the most experienced team?

Approximately 70% of the Washington tree fruit industry choose PayneWest Insurance to protect their assets.

Experience matters. As the tree fruit industry has grown and evolved, the stakes have been raised. We have helped countless clients through claims large and small—only to emerge on the other side stronger than before. This is what a well-designed insurance program, in the hands of a deep and experienced team can do for you.

Apples, cherries and pears accounted for \$2,769,000 of the state of Washington's agricultural sales, making tree fruit the top crop in the state in 2017.



OUR TEAM

Our team, lead by Agribusiness Practice Director, **NATE FULTON**, offers nearly 200 years of collective experience in the tree fruit industry. Many of our colleagues have current involvement or family history in orchards and packing houses. We stand ready to deploy our unmatched industry experience for the benefit of your tree fruit organization today.

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*Call Nate about your
fruit tree insurance
needs today.*

CONTACT A TEAM MEMBER NEAR YOU TODAY

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