



Fresh produce from our families to yours

On Your Side



Since 1926

Western Growers began supporting the
agricultural industry over eight decades ago at a

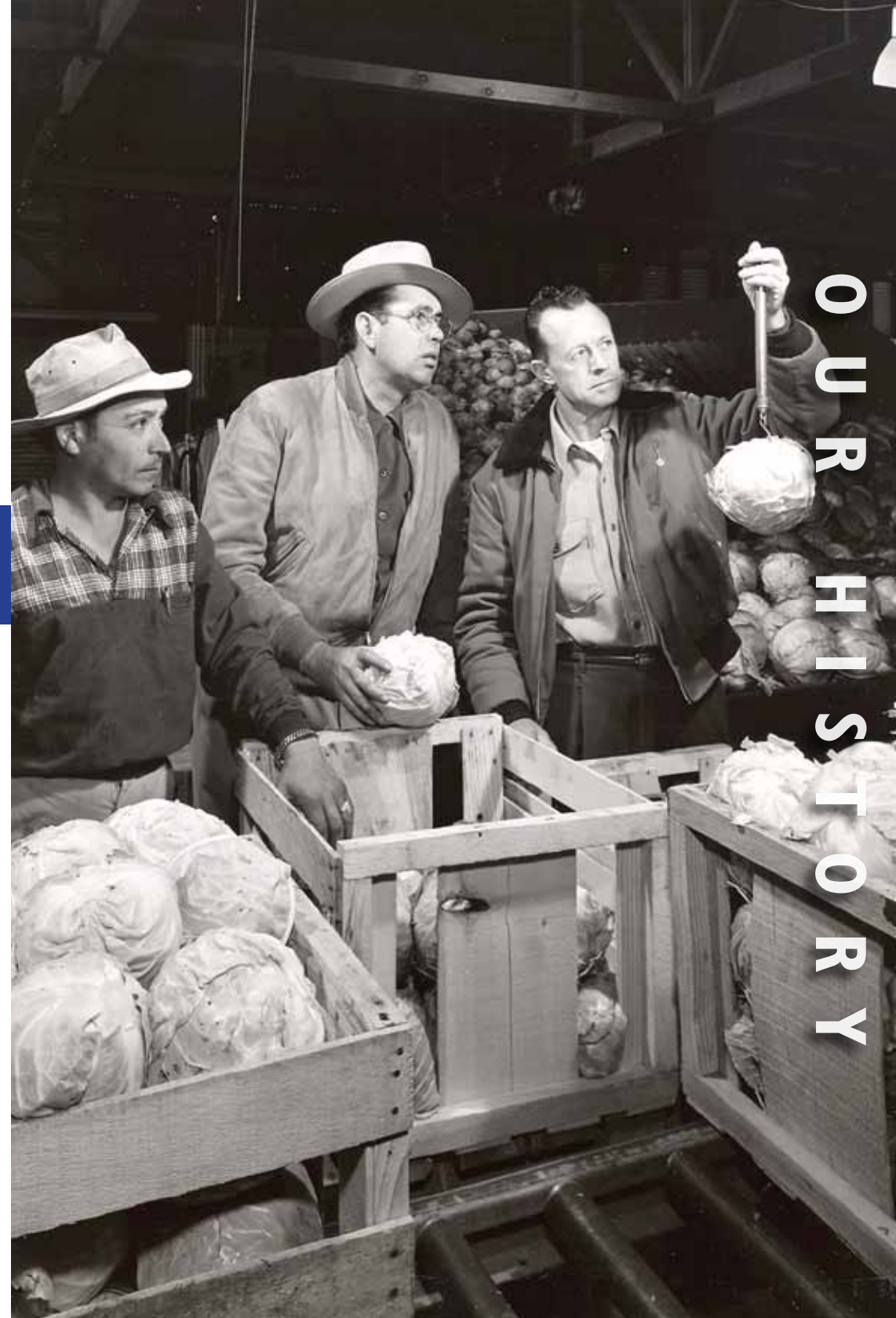
time that tested our determination and defined our character.

It was 1926 – a time when railroads provided 90 percent of
the transportation for produce from West to East. Individual
shippers soon found they needed to unite with fellow industry
members to protest increasing rate hikes instituted by railroads.

More than eight decades of unwavering commitment to agriculture.

It was at that time that Western Growers began, founded as
the Western Growers Protective Association, its mission—to
fight for fair transportation rates for the agriculture industry.

In the years that followed, we've grown and adapted to meet
the changing needs of our members—but one constant
has remained. We remain steadfast in our commitment to
agriculture, upholding the ideals with which we began, fighting
for the farmer and providing industry-leading products and
services to the members we're privileged to serve.



We fight hard for you in Washington, D.C.,
Sacramento and Phoenix on the issues affecting
our industry: labor; water; food safety; health care; international
trade; EPA/environmental issues; tax policy; farm bill related
issues and more. Each year, we survey our members and
work with the board of directors to identify and prioritize

We act as your political voice.

legislative and regulatory concerns then aggressively advocate
and lobby on your behalf at both state and federal levels.

With your help, we continue to influence change, ensuring
the industry's stability and your success. We believe there is
strength in numbers and together, our voice is powerful.



Dave Puglia | 916.446.1435 | DPuglia@wga.com
Dennis Nuxoll | 202.296.0191 | DNuxoll@wga.com



G O V E R N M E N T A F F A I R S

We work daily with traditional and social media to advance your public policy priorities. Over

150 media interviews are conducted annually with news organizations such as *CBS Evening News*, the *New York Times*, the *Wall Street Journal*, and the *Los Angeles Times*. Opinion

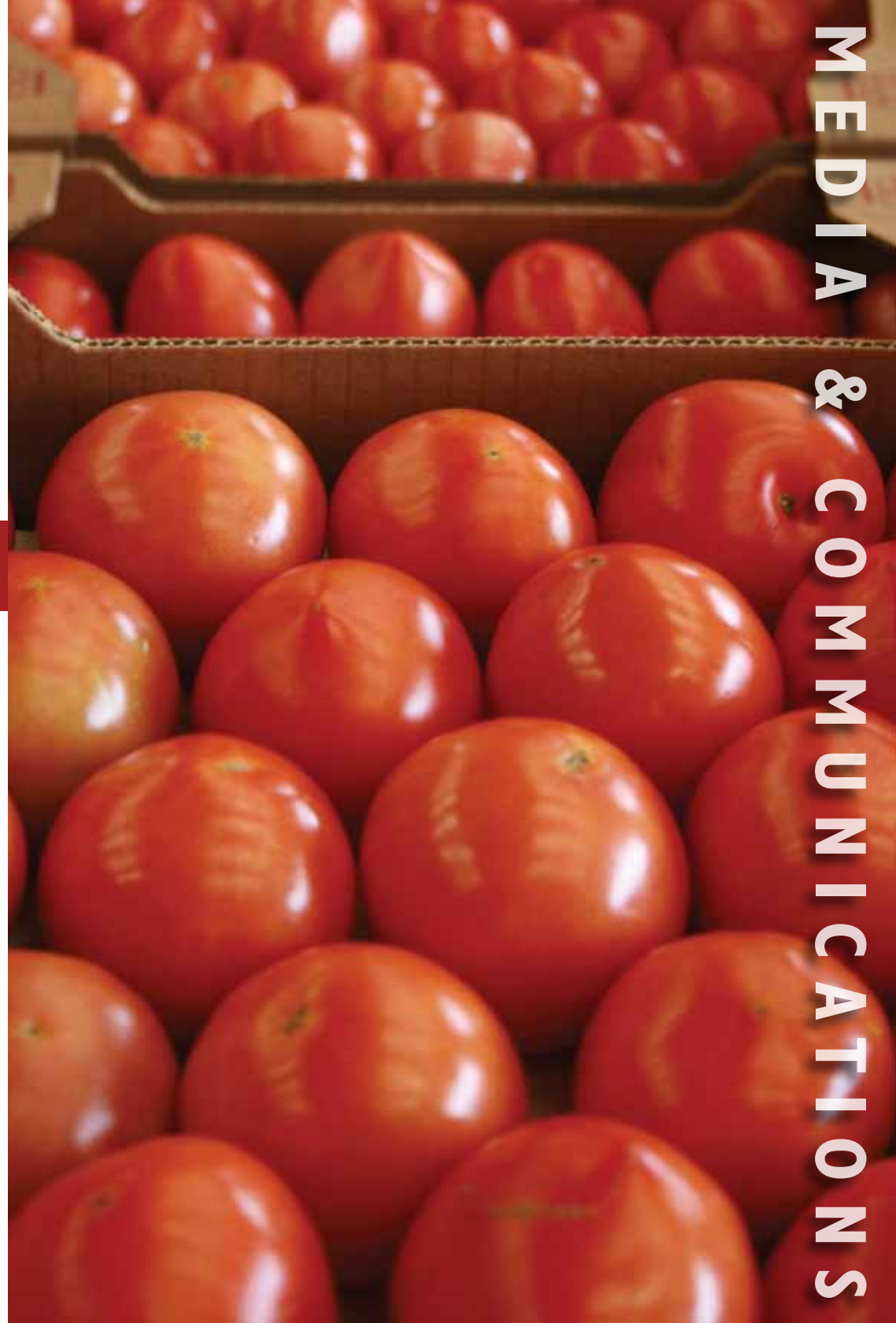
We represent you.

leaders, legislators, industry members and others connect with us through Twitter and Facebook. To keep you informed, we also provide members with targeted news updates in *Spotlight*, our E-newsletter published twice a week, and provide content for our monthly magazine *Western Grower & Shipper*.



CONTACT

Wendy Fink-Weber | 949.885.2256 | WFWeber@wga.com



Working with regulators, universities, and industry experts on critical industry concerns, you reap the benefits of our experienced staff. Our experts provide important scientific and technical information to members,

We're committed to the success of your business and the future of our industry.

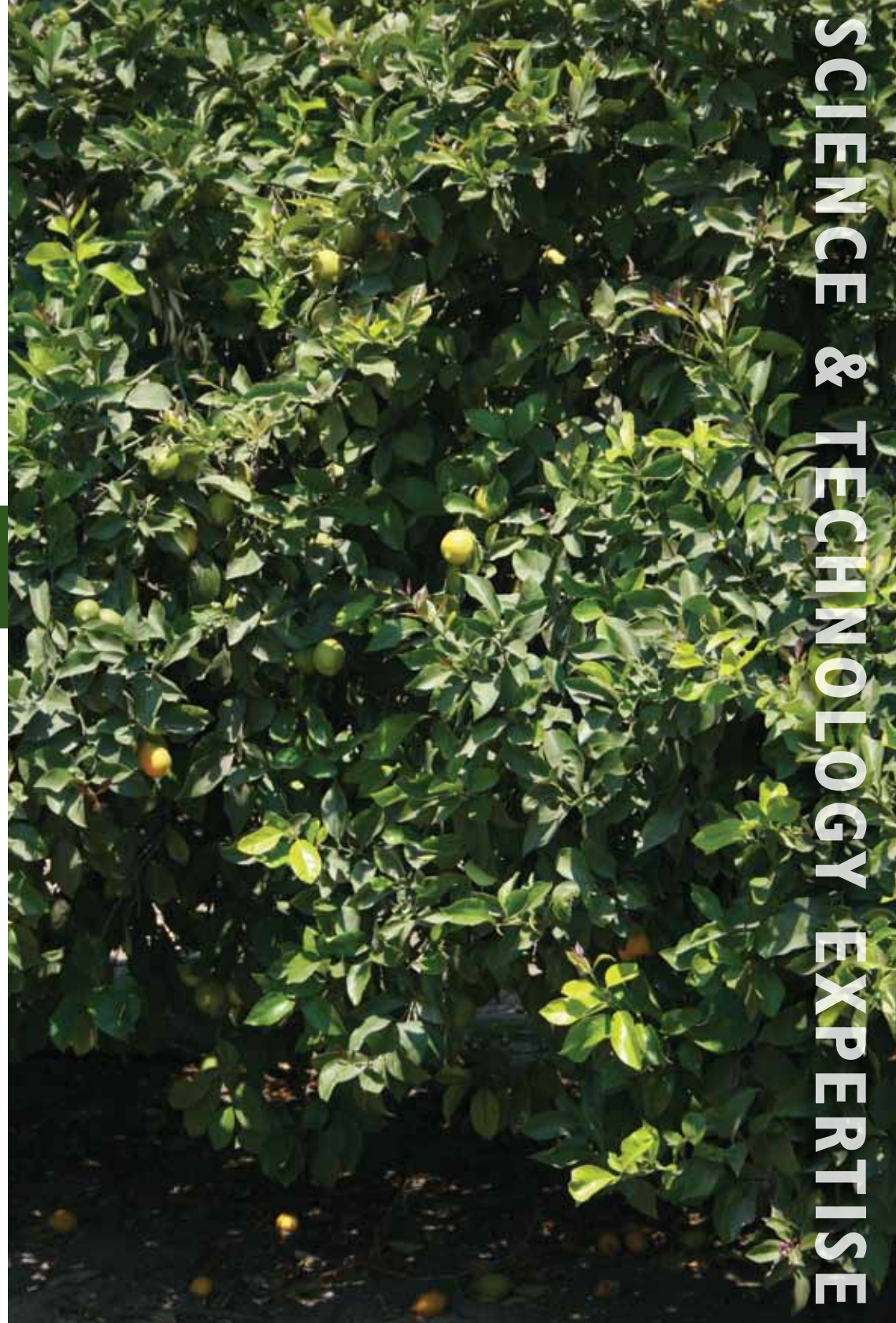
staff, policy makers and the public to help resolve the challenges you and our industry face every day. We are focused on ensuring a safe and secure food supply, healthy crops, reliable natural resources and sustainability.



CONTACT

Hank Giclas | 949.885.2205 | HGiclas@wga.com

SCIENCE & TECHNOLOGY EXPERTISE





ur Trade Practices & Commodity Services

department began in 1966, returning tens of

thousands of dollars to members within its first year through

collections of slow pay and disputed sales contracts. Today, we

proudly return millions of dollars to members on an annual

We save you money.

basis as a direct result of this valuable service. We are here

for you when you need us—providing guidance and support

in PACA trust actions, product guaranty statements, contract

reviews, and resolving problems at product destination, as well

as packaging requirements and standardization regulations.



CONTACT

Tom Oliveri | 949.885.2269 | TOLiveri@wga.com

COLLECTIONS, CONTRACTS, PACA SUPPORT

With over five years of state-of-the-art, confidential service, the Western Growers Transportation Program has moved more than 150,000 loads for our members. Supported by dozens of professionals dedicated solely to this program, we provide real-time tracking

We keep your product moving.

and live customer service. Whether shipping across the state or across the world—by truck, rail, ship or air; full or partial—the Western Growers Transportation Program has a solution designed just for you.



CONTACT

Paula Olson | 949.885.2249 | paula.olson@wga.com



As you face the challenges of conducting international business, we provide assistance with issues related to export, transportation and logistics. We closely monitor international trade

We work for you on a global level.

negotiations and address tariff and non-tariff barriers. We tackle a wide range of obstacles affecting export markets so your business can be successful in the global marketplace.



CONTACT

Ken Gilliland | 949.885.2267 | KGilliland@wga.com



INTERNATIONAL TRADE

With our wealth of knowledge and experience, we offer guidance and tailor financial solutions to meet your goals, helping create and preserve financial security

We are invested in your future.

for both you and your business. We're here to help you chart a course through any landscape—whatever your focus, our mission is to help you capture the opportunities ahead.



www.wgfs.net

CONTACT

Matt Lewis | 949.885.2379 | MLewis@wga.com

We offer insurance products and services tailored specifically for the agricultural industry and beyond. With our network of offices located throughout California and Arizona and our staff of more than 60 local insurance specialists, we're proud to provide you with

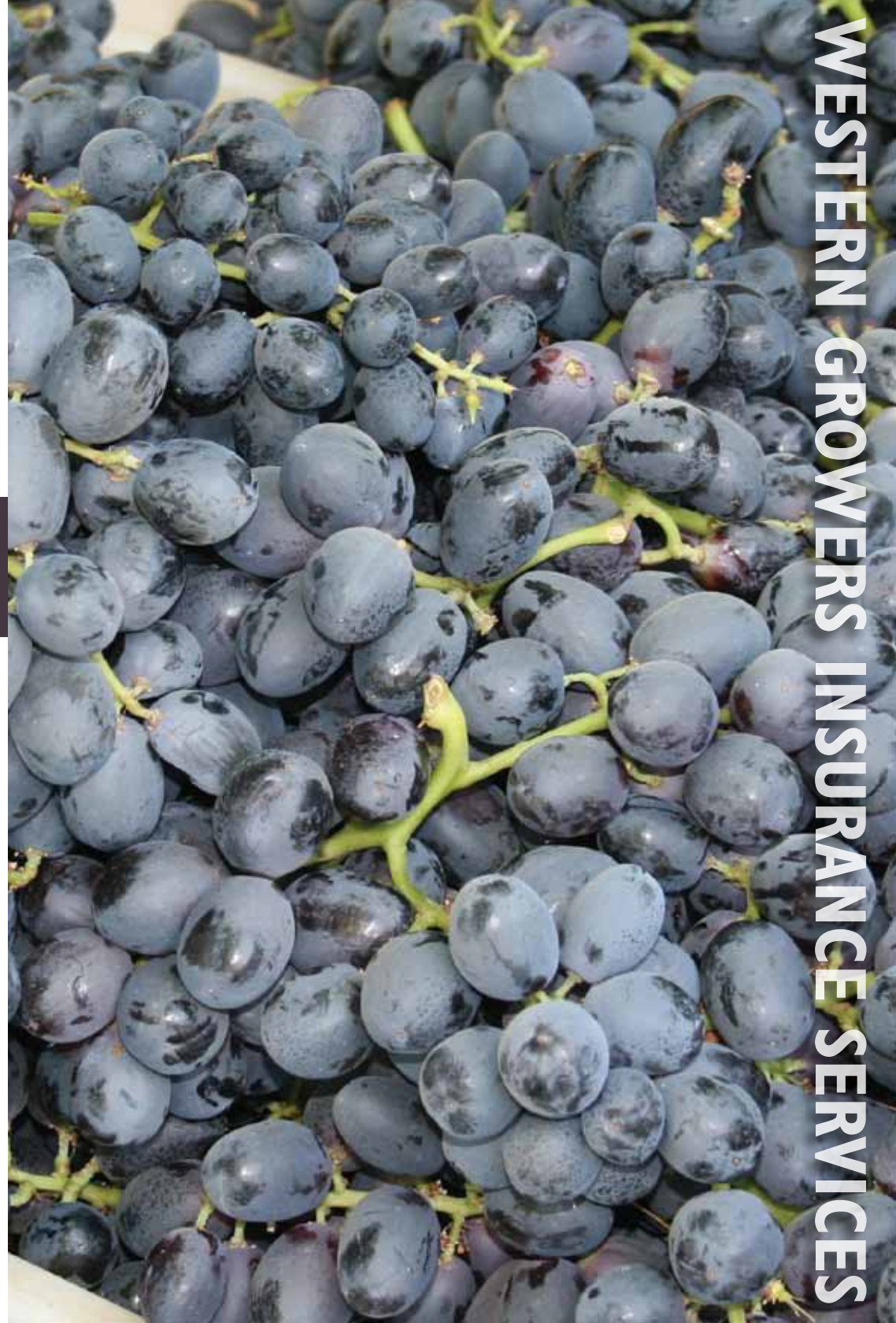
We protect your health and your business.

personalized services where you live and work. As a full service agency, we offer products to protect the health and well-being of you and your employees, your personal and business property, your workers' safety on the job, and the products you grow and produce.



www.WGInsuranceServices.com

Craig Ohlsen | 949.885.2351 | COhlsen@wga.com
CDI 0E77959 | ADI 866343



In 1957, we established WGAT to provide our members with plans, options and prices for health care benefits that

were unobtainable from main line insurance carriers.

Known in the marketplace as the preeminent agricultural

health care plan, we provide benefits to farmers and their

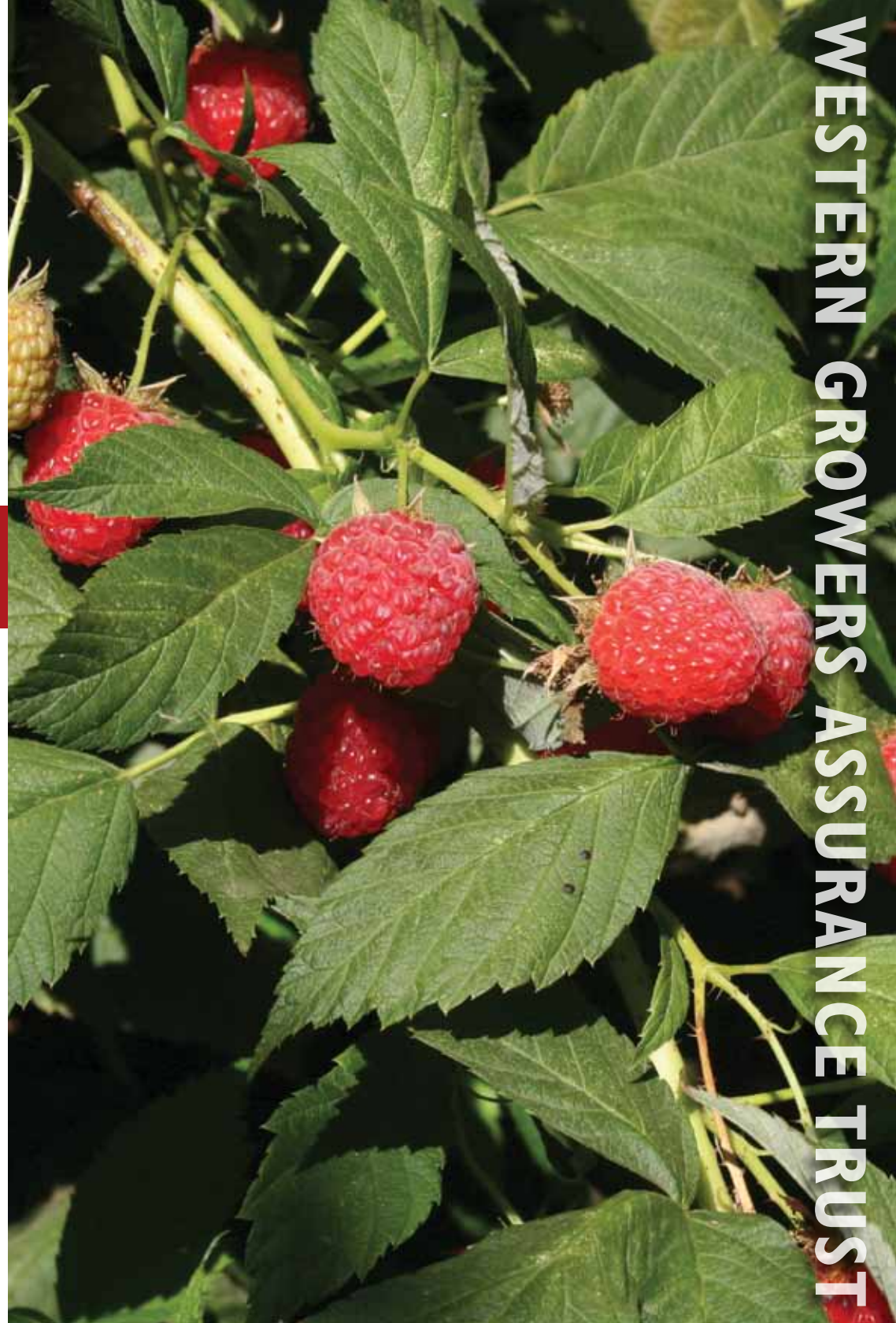
We provide more health benefits to the ag industry than any insurance carrier.

employees and dependents. We understand the unique challenges you face in providing health benefits to your workforce and provide highly customizable plans specifically designed to meet the diverse needs of owners, managers, field workers and seasonal employees.



CONTACT

David Zanze | 949.885.2209 | DZanze@wga.com





ur full service third party administrator Pinnacle

Claims Management, Inc. offers competitive,

cost efficient health benefit administration to self-insured

employers in a variety of industries. With extensive

experience in medical, dental, vision and pharmacy claims

We offer a complete solution to health benefits administration.

management, as well as COBRA and flexible benefits

administration, we are committed to providing you with

the personal service you deserve and offering the latest

technology and services to ensure that managing your health

care dollar is as easy and effective as possible.



www.pinnacletpa.com

CONTACT

David Zanze | 949.885.2209 | DZanze@pinnacletpa.com

PINNACLE CLAIMS MANAGEMENT, INC.



To help you maximize your human and organizational performance, Western Growers University offers a full range of bilingual training and development courses. We offer supervisory skills workshops, sexual harassment prevention training and more or we can customize a learning

We encourage you to grow.

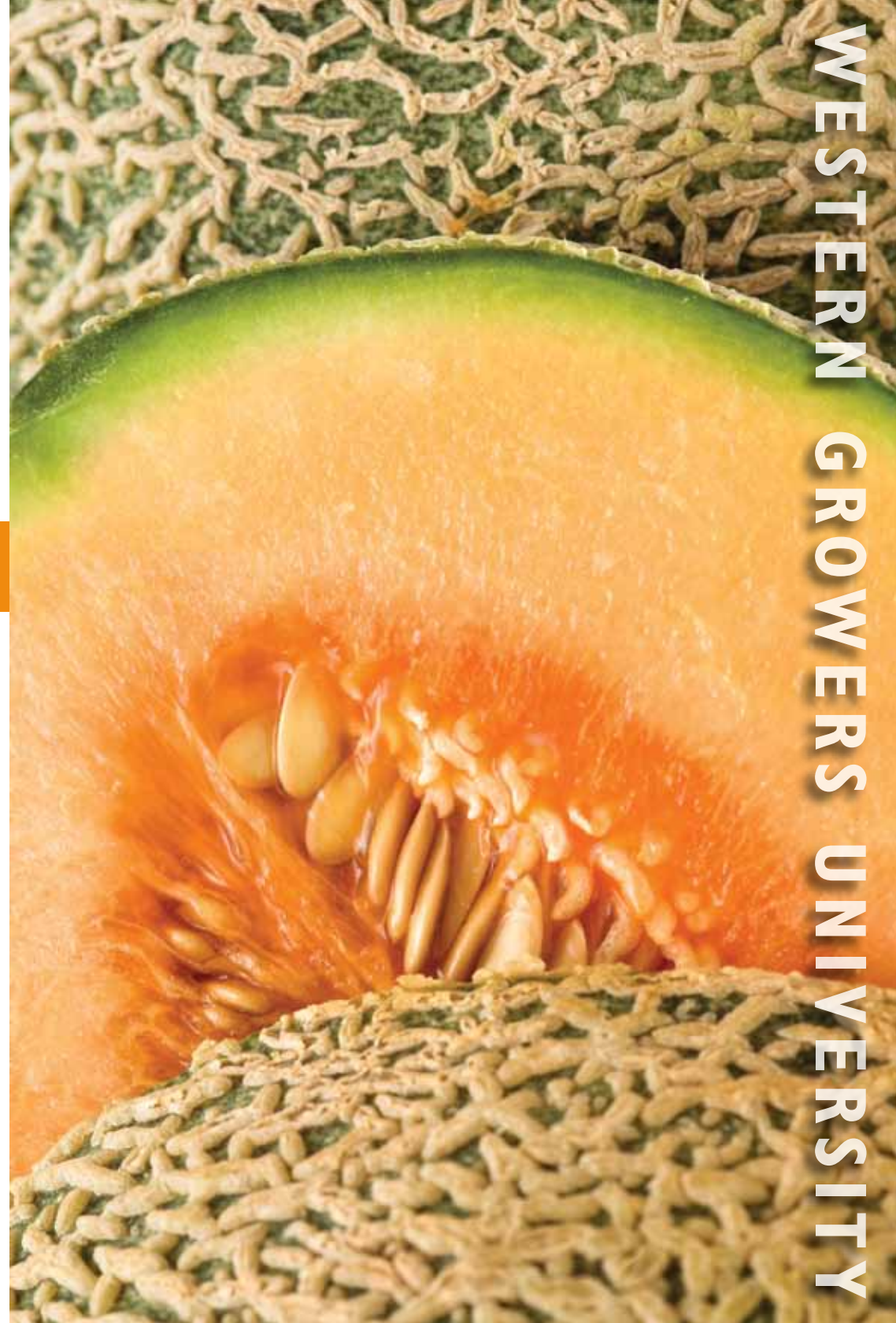
plan designed specifically to meet the training needs of your organization. The best part? We'll come to you—be it a trailer, office or packing shed, we understand your business, making it convenient and comfortable for you and your employees, conducting training where you work.



CONTACT

Annie Wells | 949.885.2260 | AWells@wga.com

WESTERN GROWERS UNIVERSITY



We work with you to navigate the often
confusing H-2A process and help you utilize

We make it easier.

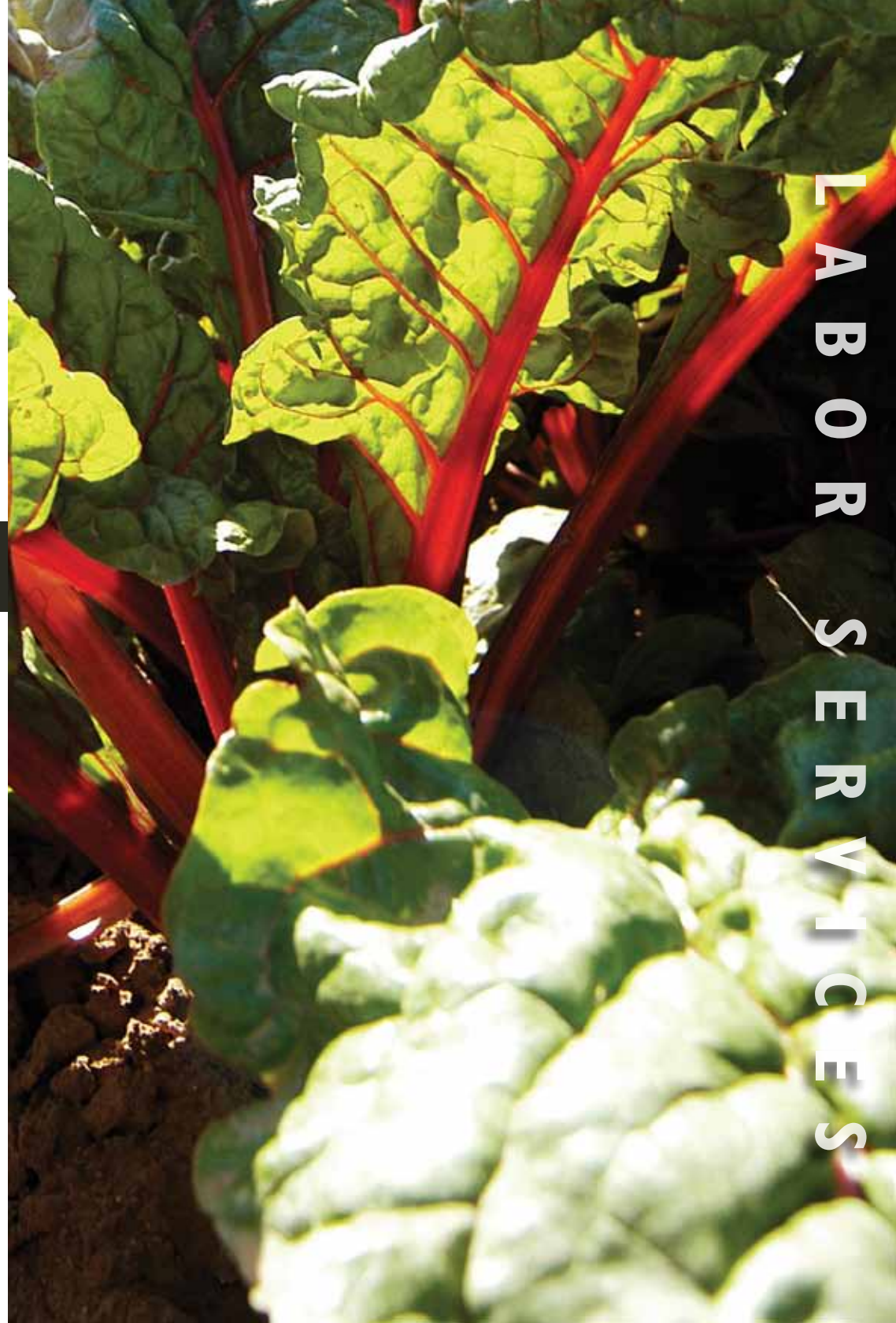
agriculture's only temporary guest worker program,
helping to ensure you have a legal and reliable workforce.



CONTACT

Jason Resnick | 949.885.2253 | JResnick@wga.com

LABOR SERVICES



Have a question or a problem regarding an employee issue? Our human resources hotline offers guidance on general employment law and HR-related inquiries such as wage & hour, discrimination, leaves of absences and more. We can also refer you to an attorney in our Ag Legal

We guide your success.

Network; our list of WG attorney members that have agreed to represent members at discounted rates. Each year, we collect salary and benefits data for professional positions in the ag industry, allowing you to compare pay practices with others in the industry and strategically anticipate staffing expenses.



Karen Timmins | 949.885.2295 | KTimmins@wga.com
Jason Resnick | 949.885.2253 | JResnick@wga.com

Although half our plates should consist of fruits and vegetables — about 5–9 servings — the majority of America's children go without eating one serving of fruits and vegetables each day. Thirty percent of U.S. children are obese; half are overweight. Since 2003, Western Growers Foundation has helped more than 600 California and Arizona

We give back.

schools create and sustain an edible school garden to teach children the importance of good nutrition and where their food comes from. As kindergarten teacher Dianne Swanson says, "If they grow it, they'll eat it." Our members grow the best medicine in the world.



www.westerngrowersfoundation.org

CONTACT

Paula Olson | 949.885.2249 | paula.olson@wga.com



We love to hear from our members—stop by or call any one of our convenient offices located throughout California or Arizona to say hello, express industry

We are here for you.

concerns, ask for help, or to share your story. Not a member? Join us today and begin taking advantage of our services immediately.



For information on membership, contact:

CONTACT
Randy Hause | 949.885.2265 | RHause@wga.com



CALIFORNIA

Bakersfield 4900 California Avenue, Tower B, Suite 200
Bakersfield, CA 93309
661.377.2964 | Fax 949.809.8907

Fresno 1630 East Shaw, #192 | Fresno, CA 93710
559.230.0507 | Fax 559.227.0970

Imperial 485 Business Parkway, Suite B | Imperial, CA 92251
760.355.3943 | Fax 760.355.3948

Irvine 17620 Fitch Street | Irvine, CA 92614
949.863.1000 | Fax 949.863.9028

Modesto 1729 Tully Road, Suite 1 | Modesto, CA 95350
209.572.5171 | Fax 209.572.1655

Sacramento Government Affairs Office

1415 L Street, #1060 | Sacramento, CA 95814
916.446.1435 | Fax 916.446.0181

Salinas 1020 Merrill Street, #1010 | Salinas, CA 93901
831.422.8831 | Fax 831.422.5565

Santa Maria 2605 South Miller, Suite 105 | Santa Maria, CA 93455
805.934.1500 | Fax 805.934.2211

ARIZONA

Phoenix 1110 East Missouri Avenue, #340 | Phoenix, AZ 85014
602.266.6147 | Fax 602.277.8179

Somerton 201 North Bingham Avenue, #5 | P.O. Box 3020
Somerton, AZ 85350
928.627.3766 | Fax 928.627.8031

WASHINGTON, D.C.

Federal Government Affairs Office

1800 K Street, NW, Suite 1124 | Washington, D.C. 20006
202.296.0191 | Fax 202.296.0206



to enhance the competitiveness
and profitability of our members
and to lead our members and

Western Growers' mission and vision are clear:

the fresh produce industry
toward a healthy, sustainable and
profitable future.



17620 Fitch Street | Irvine, California 92614

949.863.1000 | Fax 949.863.9028

www.wga.com