

# IDAHO POTATO PULSE



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***Sent on behalf of Travis Blacker, Idaho Grower Shippers Association:***

On February 24<sup>th</sup> from Noon till 2 p.m., IGSA will be having a PACA Seminar/Luncheon at the Hilton Garden Inn in Idaho Falls, ID. Please see the flyer below for details.

This will be a great opportunity for those “seasoned” sales veterans to brush up on their PACA knowledge and for the young sales people to learn more about this process.

Please join us for a great lunch, good networking opportunities and a chance to learn more about this program that Western Growers offers. With the IGSA as members of Western Growers, this service will be available to you if you choose to use it.

**PLEASE RSVP by February 22<sup>nd</sup>.** Very important for a good head count so that everyone can have a meal.  
Thanks and please call with any questions.

*Travis Blacker, Idaho Grower Shippers Association*

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# PACA Essentials Seminar



February 24th | 12:00 p.m. - 2:00 p.m.

Hilton Garden Inn | Idaho Falls

Join the Idaho Grower Shipper Association as we host this important seminar on PACA (Perishable Agricultural Commodities Act) essentials. Thirty-year industry veteran Tom Oliveri, Director of Trade Practices & Commodities for Western Growers will lead the discussion. Western Growers has been offering consultation and guidance on understanding rights and remedies under PACA since 1966.

This seminar will provide crucial guidance and information to help you manage your credit risk, avoid costly mistakes, and save your business thousands of dollars.

## Seminar Highlights:

- Background on PACA and the role of dispute resolution
- PACA Trust and credit terms
- Understanding USDA inspections; timeliness, condition/quality, location, availability of product
- Collection and Accounts Receivables protocols, including short pays
- Contract terms
- Documentation and Complaint Reports
- Good delivery calculation at contract destination
- Analysis of customers and credit worthiness
- What to do about rejections

Come with your toughest challenges and questions – this seminar is designed to be an open forum discussion.

## About Western Growers

Western Growers is an agricultural trade association whose members grow, pack and ship 90 percent of the fresh vegetables and about 75 percent of the fresh fruits and tree nuts in Arizona and California, about one-half of the nation's supply of fresh produce.

