

KINGS COUNTY FARM BUREAU

BUSINESS MEMBER SPOTLIGHT—MAY 2007

Pacific Ag Insurance Agency Insures Agricultural Community

by Amy Roberts

Eight years ago Jimmy Heskett opened his first Pacific Ag Insurance Agency office in Corcoran. With roots firmly planted in Kings County and the valley, he opened a second office in Chowchilla during 2004 and the following year purchased Hakker Insurance Services in Hanford, which included taking over the location next door to the Kings County Farm Bureau office.

In February 2005, Heskett's brother Don joined the organization and this year became a co-owner.

"Jimmy is the president and I'm the vice-president," Don said. "Jimmy's focus and strength is sales – he's always out in the field – and I handle most of the management operations for the agency."

Pacific Ag's commercial insurance business is derived mostly from its Sovereign Indian and farming clients, offering a broad range of services to each. The agency works diligently to meet the insurance needs of all types and sizes of farming operations and every type of business associated with the ag community.

"Trucking, harvesters, crop insurance and anything else you can think of that is supportive of ag, we work with," Don said. "As the name Pacific Ag Insurance would indicate, agribusiness is a major focus and portion of our agency's client base. We thoroughly enjoy working with farmers and those businesses that support the ag community."

Being an agency representing Allied Insurance means all Farm Bureau members receive a 7 1/2 percent discount on Allied's personal auto insurance, and a 5 percent discount on Allied's farm and business auto insurance.

Besides Allied, Pacific Ag offers insurance policies from many other companies.

"We are independent agents that work for our clients, not the insurance companies," Don said, adding, "That gives us the advantage of working with many sources versus working with just one. This advantage allows us to shop for a client and find a reputable company that best meets our client's needs and budget, we are a local group of agents providing personal service to the local community."

Pacific Ag's 12-member work force provides clients with homeowners, auto, life, health and most other types of personal lines of insurance coverage. Commercial lines of coverage include general liability,



Standing near the new building site are left to right, Kristen Morton, Don and Jimmy Heskett and Georgina Garza in front.

business auto, workers compensation and group health packages.

"This is a full service agency, ready and able to handle the insurance needs of individuals and business owners alike," Don said.

Because they do so much work with the farming community Pacific Ag is a proud member of KCFB.

"We have made a genuine effort to participate in, and be supportive of, the functions of Kings County Farm Bureau," Don said. "We are local people, born and raised here in Kings County and we care about the people and community we serve."

The company is in the process of moving its headquarters to Hanford and the Hesketts are building a new office at 1711 N. 11th Ave., which they anticipate moving into toward the end of the year. The Corcoran office will continue doing business following the transition, as well as the Chowchilla location.

BUSINESS STATS

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