



## **Customer Product Case and Use**

### **Agribusiness Preventative Plant Protection**

#### **Tri-State Cooperative**

Tri-State Cooperative is a large provider of input products, sprayer rentals and other products and services provider to corn, bean and wheat growers.

Tri-State is concerned about potential revenue losses given the increased frequency of weather events causing customer preventative plant claims. The claims have resulted in substantial revenue reductions from loss of product and service sales.

Without insurance to protect against revenue loss and balance sheet impact, significant financial loss can occur. And while farmers protect their revenue exposure for crop loss with crop insurance, no similar protection has been available for Agribusinesses, until now.

VANE provides a tailor-made, Preventative Plant Revenue Insurance protecting Agribusinesses from loss of revenue due to weather events. Financial security and peace of mind with Preventative Plant Insurance Protection from VANE.

#### **Here is how it works**

Tri-State obtains a VANE Preventative Plant Insurance Policy covering their spraying business and their seed nutrient products. These services and products cover 300,000 acres across two states. In total, these services and products produce over \$2M in annual revenue for Tri-State.

A significantly wet spring in several counties results in 100,000 preventative plant acres to Tri-State's customers. As a result, Tri-State suffers reduced sales on products and services, totaling more than \$500,000 in lost revenue.

Assuming Tri-State purchased VANE's Preventative Plant Insurance Policy covering up to 300,000 acres for \$30.00 per acre, this revenue loss would have been significantly mitigated. VANE will provide complete claim administration and Preventative Planting payment to Tri-State of \$300,000 minus a policy deductible (generally between 10 and 25%).

VANE requires no contact with Tri-State customers or any field visits.

VANE's solution is simple, efficient, and provides peace of mind for Tri-State, protecting their balance sheet from Replant Guarantee Claims.