

application that includes a balance sheet and income projection. Historical earnings information is also required for applications of \$100,000.00 or greater.

Q What sort of signature requirements are there for the Grower Financing Loan?

A Generally corporations, partnerships, LLCs, and trusts must also have a personal guarantee. In some cases the signatures of both spouses may be required.

Q Does GAR process and approve the Grower Financing Loan?

A No, that is the responsibility of Bear Mountain Financial. They have the staff and resources to conduct a very comprehensive analysis to ensure that you get the best terms available for your specific needs.

Q What is the normal turnaround time for loan approval?

A Generally, from the time the application and necessary financial information is received by Bear Mountain Financial, loan documents for approved loans are mailed out within three days. A grower might expect to have an answer in a day.

Q If my credit is not the best should I even bother to apply for a Grower Financing Loan?

A Yes. As mentioned earlier, Bear Mountain Financial relies on a number of criteria in evaluating loan requests. If they deny a loan application, they will provide a detailed summary of reasons for denying the loan. And, they may even suggest alternative loan structures that could result in an approval.

For More Information

For a credit application or more information about GAR's new financing option, please contact: Greg Musson at Gar Tootelian Inc. 1-800-696-6108.

**Gar Tootelian Inc.
has a new financing
option with
2 great features for
our growers:**

- **A lower interest rate**
- **A single payment due at maturity.**



Helping Central Valley
Permanent Crop Growers
Feed the World

8246 South Crawford
Reedley, CA 93654
Phone: 559-638-6311
Toll Free: 1-800-696-6108

**Are you
interested?**



Well, you should be interested.

For more than a half century, the name Gar Tootelian, Inc. has meant service for central valley permanent crop growers.

That service has come in various forms – from state of the industry crop care advice, to quality products, to innovative services and programs.

Now, we'd like to introduce you to a new financial service we believe will help relieve our growers of one of the most frustrating concerns of the growing season – money.

Bear Mountain Financial

Gar Tootelian, Inc., in conjunction with Bear Mountain Financial, has expanded our services to offer a grower financial loan to help growers postpone certain seasonal growing costs until the end of their crop marketing cycle.

The loan can be used to cover the costs of any crop production item or service we offer. It's like having an extra source of money at the most critical time of the year.

Following are some of the more frequently asked questions about our Grower Financing Loan.

Q Can I use the loan to cover any type of purchase I may want to make?

A The loan can only be used to reimburse GAR for products and services you use.

Q How much can I borrow?

A You can borrow enough to cover the total amount of products and services you expect to purchase from GAR during the current growing cycle (the minimum loan amount is \$5000.00).

Q What type of loan is the Grower Financing Loan?

A The Grower Financing Loan is a non-revolving line of credit, which allows multiple advances.

Q When and how are advances taken from my loan?

A Once the loan is approved and documents signed, an advance to pay your GAR trade account is automatically taken from your loan as invoices become due; generally the 10th of each month.

Q What sort of interest rate can I expect to pay? In other words, will I be looking at credit card type rates?

A Absolutely not. Depending upon your credit score, typical rates for the Grower Financing Loan range from Prime plus 2% to Prime plus 4%. So, you can see that the Grower Financing Loan rates are very competitive. Again, the program we are offering is designed to provide you with some financial relief during the growing season – not additional stress.

Q Is there a cost to apply for the loan?

A No. But if the loan is approved, there is a small \$100.00 document preparation fee.

Q Will I have to secure the loan?

A Again, that depends on several factors, including the loan amount, your credit history and your current credit score. If collateral is required, the loan may be secured with either a crop or equipment lien; or combination.

Q What sort of payment plan does the loan call for?

A The loan is meant to help you with your cash flow so all that is required is a single payment at maturity. However, additional loan payments can be made by you at any time until the loan matures (when the entire balance is due).

Q Can I pay on my loan using a credit card?

A No. Product margins do not allow GAR to take charge cards without a significant product price increase; which market conditions do not allow. The roughly 2% fee that charge card companies impose on vendors to accept their cards is generally more than GAR nets in profit annually.

Q When does my loan mature?

A The loan's maturity date is meant to coincide with your final crop proceed payment.

Q How time consuming and complicated is the application process? And, what financial information do you need from me?

A The more financial information you can provide the better. But, basically, Bear Mountain Financial has streamlined the process into a two-page