

Case IH Finance uses your Case IH tractor as security... *not your farm*

A major advantage of Case IH Finance is that the loan is secured by the unit being purchased rather than your farm.

There are a number of short and long term benefits of keeping your farm equipment finance separate from your property, including:

Keeps your property asset protected for your family's future. If cash flow becomes an issue, work dries up or you need to down size you can sell the tractor and repay the loan. Borrowing against the tractor frees up your bank lines for other purposes. This is valuable when faced with opportunities, for instance purchasing a neighbour's farm or making improvements to your property such as a new milking shed. Bank lines are particularly important when 'times are tough' such as during a drought or low commodity prices as this is when lending institutions tighten their lending criteria. By using the Case IH Tractor being purchased as security the unit is in effect paying for itself. That is, the loan is being repaid from

income generated from the unit.

The loan will be structured with payments to match when the unit is generating income, easing strain on cash flow and often resulting in the loan being repaid quicker with lower interest cost.

If, during the term of the loan, you decide to buy a new tractor you can trade your current unit and use the equity in it as a deposit, reducing repayments and future interest cost.

Borrowing against the unit being purchased will generally save interest costs for two reasons: the very competitive Red Rate special is often cheaper than bank rates, and Case IH Finance usually structures the loan over a term of 2 to 5 years with principal and interest payments. This is a lot shorter than the average mortgage and with payments being principal and interest your interest cost will reduce faster than a flexible bank line / overdraft. This also ensures that the loan is fully repaid whilst the unit is still in the peak of its useful life unlike

when funded over 20 years 'on the farm'.

So when considering financing your next purchase, look for personal service, flexibility, competitive interest rate but also make sure it is secured by the unit you are purchasing.

About Case IH Finance

MARAC Finance has had a long association with the agricultural sector and has been helping to finance tractors and equipment for farmers and contractors throughout the country for many years. We have been involved with some Case IH dealers for over 10 years. We are New Zealand owned and operated, and proud of it.

CASE IH Finance provides the dealership network with competitive retail finance products that not only offer attractive interest rates (ask your Case IH representative about the current RED RATE) but also a flexible approach to how deals can be structured to suit individual farmers

and contractors needs. Options include

deferred payments, seasonally structured payments, flexible deposit and term options, resulting in payments that suit your cash flow.

Case IH Finance have a team of experienced financial services managers throughout the country who understand that at times a bit of lateral thinking can be required when working with the salesman and client to come up with the right finance solution.

We have a streamlined application process and a dedicated approvals team whose main objective is to provide timely answers on finance applications for the dealership and client.

Case IH Finance provides you with a seamless financing option that can be put together by your local Case IH dealer. The entire Case IH philosophy is based around building relationships, and Case IH Finance is another way we can add value to your business.

Next time you are talking to your Case IH representative, be sure to ask about Case IH Finance or call Case IH Finance freephone on 0800 88 40 40.

