

# Gehl Announces Finance Relationship With ITT

ST. LOUIS, Mo. — The Gehl Company, a major manufacturer of agricultural products and construction equipment, recently announced a new finance relationship with ITT Commercial Finance Corp. to provide working capital and to replace the majority of Gehl's outstanding loans from

other financing sources. Under the new arrangement, ITT will provide a \$75 million credit facility to provide Gehl advances on its dealer receivables.

ITT will service the Gehl account from its regional office in Memphis, Tenn., which specializes in financing farm equipment,

construction equipment and industrial products.

"We formed a strategic alliance when we teamed up with Gehl. They are a major force in the agriculture and construction equipment industries, and ITT is a leader in the inventory finance industry. I believe combining our strengths creates a successful bus-

ness mix," said ITT Central Division President Geoffrey Lyon.

"We are familiar with ITT and its interest in serving both agricultural and construction equipment companies with floorplan programs. They understand our business, which we feel is very important," said Gehl President Bernard Nielson. "We see ITT as a lender that will look to the future with us on how we can grow and improve profitability. We've found that ITT has the same types of interests as Gehl."

Established in 1859, Gehl is a leading non tractor manufacturer of agricultural equipment in North America. Gehl's agricultural roster includes equipment for hay making, forage harvesting, manure handling, feed markers, and materials handling that is used in day-to-day livestock farming.

Gehl's primary customers in the agricultural industry are dairy, beef, hog, and poultry farmers. Gehl also manufactures construction equipment.

ITT Commercial Finance, a multibillion dollar commercial finance company, is one of the nation's largest independent companies in the specialized field of inventory and accounts receivable financing. The company serves customers through offices located in most major metropolitan areas of the United States. ITT Commercial Finance provides financing to dealers, distributors, and manufacturers of consumer and commercial products.

## Institute Establishes Task Force

WASHINGTON, D.C. — The Fertilizer Institute (TFI) has established the Retail Compliance Task Force of TFI's Retail Business Council to help retail fertilizer and ag chemical retail dealers comply with the morass of regulations.

The task force is comprised of compliance specialists in the retail sector and will provide a forum for sharing compliance information among the entire retail community.

Other goals for the task force include identification of resource

experts who can help dealers in various regulatory areas, establishment of a database of regulations that will be made available to retail dealers, cooperation with state associations to develop resources that are state-specific, and to provide guidance to TFI staff in formulating responses to federal regulators.

"It is widely recognized that regulators write and enforce regulations based upon the 'least common denominator' or the worst case to be found," said TFI

Retail Business Council Chairman Mike Hochgesang. "For this reason, the entire industry benefits from efforts like this to help all dealers identify compliance issues and provide the information needed to comply."

"Compliance has become the number one concern of many dealers today," said TFI President Gary D. Myers. "This task force will help retailers pool their resources in an attempt to keep up with the ever-changing compliance landscape."

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## Goat Association

(Continued from Page C8)

Breed- O'Glennon Farm Dixie Dipsy- owned by Heather Glennon.  
Oberhaell Grand Champion and Best of Breed- Eicher's Acres Kahula- owned by Matthew Eicher.  
Saanen Grand Champion and Best of Breed- Judah's S-S Star- owned by Jennifer Biddle.  
Toggenburg Grand Champion- Neshaminy Acres Lime Starburst- owned by Amy Plummer.  
Toggenburg Best of Breed- CH Neshaminy Acres Brigita- owned by Amy Plummer.  
Recorded Grade Grand Champion and Best of Breed- Ziegenfeld Farm JH Jennifer- owned by Nicole Eisenhower.  
Best Doe in Show- CH Neshaminy Acres Brigita- owned by Amy Plummer.

Junior Doe Show- Saturday, June 20  
(152 Does)

Karen Senn, Judge  
Alpine- Stump Hollow ROC+B Dulcimer- owned by Harold Stump.  
La Mancha- VM-Windsworth's Dominique- owned by Jennifer O'Neill.  
Nubian- 40 Crossing PW Elizabeth- owned by Nancy Trimer.  
Oberhaell- Little Caprinia R.A. Athena- owned by Heather Glennon.  
Saanen- OHFBuchannaon's Valentine- owned by Jennifer Biddle.  
Toggenburg- Arkenstone's TKK's Tassej- owned by Brandon Kadunce.  
Recorded Grade- Foggy Hollow WKFC Peggy- owned by Ed Fach.  
Best Doe in Show- 40 Crossing PW Elizabeth- owned by Nancy Trimer.

Buck Show- Saturday, June 20  
(53 Bucks)

Karen Senn, Judge  
Alpine- Queen of Hearts EM Chaz- owned by Joyce Bohmier.  
La Mancha- York's Homestead Country Pride- owned by Carol O'Neil.  
Nubian- Winterberry VIP Apache- owned by Gary and Althea Muska.  
Oberhaell- Made to Order Goliath- owned by Ramona Eicher.  
Saanen- Caprikom z's Captain America- owned by Scott Hoyman.  
Best Buck in Show- Winterberry VIP Apache- owned by Gary and Althea Muska.

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