

# Sales Bulletin

**Program End:** 27 September 2024

**Region:** Australia, New Zealand

AGRICULTURE  
May 2024

**TRIMBLE RESELLER CONFIDENTIAL**

## GFX-1060/GFX-1260 Display and NAV-900 Guidance Controller: 2024 Trade-up Program (Australia, New Zealand)

For a limited time, you can trade in eight (8) levels of qualifying Trimble and competitive equipment to get up to an **\$8,000** discount off Trimble list prices on activation licenses for new GFX-1060™ and GFX-1260™ displays and a NAV-900 guidance controller.

This program ends **27 September 2024**.



### Trade up Orders

1. Resellers can order the SP P/N **after** a deal is confirmed.
2. All SP P/N orders are **automatically** placed **on sales hold**.
3. To request a SO sales hold release, complete Trade up form and supply to your Vantage Australia representative
4. Information required includes
  - Sales order or Purchase Order number that includes the appropriate trade-up SP P/N.
  - Valid proof of destruction for **each** trade in equipment.
  - Customer and farm details
    - Customer contact details/location
    - Operation size
    - Crops
    - Machines
    - Device type
    - Serial numbers

## Bundled Products

To get trade-in value discounted, resellers **must** order one of the following SP part numbers by each of the qualifying trades in equipment. SP part number includes trade in value discounted off original list price.

**Ordering for SP part numbers begins 23rd of February 2024.**

You can discuss trade-in options with your customers based on following levels and trade in list:

SP P/N Option	Bundle Description	
Level 1	\$500 Discount - SP P/N options	
97550-71-SP	Level1 License, GFX-1060/XCN-1060: Software Activation, No Expiry	
97551-71-SP	Level1 License, GFX-1260/XCN-1260, Software Activation, No Expiry	
Level 2	\$1000 Discount - SP P/N options	
97550-72-SP	Level2 LicenseBundle, SWActivation, GFX/XCN1060, NAV900,1YR RTX, AllRegion, No Exp	
97551-72-SP	Level2 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, 1YR RTX, AllRegion, No Exp	
Level 3	\$1500 Discount - SP P/N options	
97550-73-SP	Level3 LicenseBundle, SWActivation, GFX/XCN1060, NAV900,1YR RTX, AllRegion, No Exp	
97551-73-SP	Level3 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, 1YR RTX, AllRegion, No Exp	
Level 4	\$2000 Discount - SP P/N options	
97550-74-SP	Level4 LicenseBundle, SWActivation, GFX/XCN1060, NAV900,EZPP,1YR RTX, AllRegion, No Exp	
97551-74-SP	Level4 LicenseBundle, SWActivation, GFX/XCN1260, NAV900,EZPP, 1YR RTX, AllRegion, No Exp	
Level 5	\$3000 Discount - SP P/N options	
97550-75-SP	Level5 LicenseBundle, SWActivation, GFX/XCN1060, NAV900, AP, 1YR RTX, AllRegion, No Exp	
97551-75-SP	Level5 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, AP, 1YR RTX, AllRegion, No Exp	
Level 6	\$4000 Discount - SP P/N options	
97550-76-SP	Level6 LicenseBundle, SWActivation, GFX/XCN1060, NAV900, AP, 1YR RTX, AllRegion, NoExp	
97551-76-SP	Level6 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, AP, 1YR RTX, AllRegion, NoExp	
Choose Level 7 or Level 8 Configuration		
Level 7	\$5000 Discount - SP P/N options	
97550-77-SP	Level7 LicenseBundle, SWActivation, GFX/XCN1060, NAV900, AP, 1YR RTX, AllRegion, No Exp	
97551-77-SP	Level7 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, AP, 1YR RTX, AllRegion, No Exp	
Level 8	\$5000 Discount - SP P/N options	
97550-78-SP	Level8 LicenseBundle, SWActivation, GFX/XCN1060, NAV900, Basic to High Unlock, 1YR RTX, AllRegion, No Exp	
97551-78-SP	Level8 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, Basic to High Unlock, 1YR RTX, AllRegion, No Exp	

All SP P/Ns from this program will get automatically on sales hold until deal info and **proof of destruction** is provided.

**Note:** Sales orders with Trade-up SP P/Ns that are not validated within the program period are subject to be **cancelled** by Trimble before the end of October 2024.

## Program Requirements

<b>Trade in levels</b>	Qualifying trade in equipment listed in the <b>Trade-in Worksheet</b> (available at the end of this bulletin). If you have any doubts, please check with your Vantage Australia representative.
<b>Customer Registration</b>	To participate in this program, <b>farmers must be registered</b> via the trade in form. If the completed by reseller, due to legal requirements, please notify individuals before or at the point of collecting their personal information that their personal data may be used for: <ul style="list-style-type: none"> <li>• Customer data may be used by both Trimble and/or its resellers, for the purpose of converting any interest into an actual offer to the customer.</li> <li>• Trimble may keep me informed via email or other ways of communication about its products and services.</li> </ul>
<b>Hardware requirement</b>	This program does not include displays or guidance controller hardware as part of SP part number. To participate in this program and get benefit of special pricing and fast virtual activation process, <b>reseller must have in stock the following products:</b> <ul style="list-style-type: none"> <li>• GFX display: GFX-1060, GFX-1260</li> <li>• GNSS receiver: NAV-900 guidance controller</li> </ul>
<b>Proof of destruction</b>	In order to get SO with SP P/N released, it will be required to upload a <b>valid proof of destruction image</b> (examples are provided at the end of this bulletin)
<b>Restrictions</b>	<ul style="list-style-type: none"> <li>• This retail program is to provide SP P/N conditions to registered farmers, not for SP P/N stocking.</li> <li>• This program cannot be stacked with other discount offers. (No quick wins nor other sales programs.)</li> <li>• Any surcharges in place at the time of the order shall be applied.</li> <li>• Trimble reserves the right to change or terminate this program at any time.</li> </ul>

## Installation Options

Time that takes to **release the current program SP PN with activations/licenses**, depends on having all info submitted to Trimble to be able to validate and release the deal.

If a customer requires installation **before** trade up process is concluded, resellers have two options:

### ***Option 1: one time visit to farmer doing HD and SW installation using reseller's Stock.***

After installation and trade in old equipment, resellers can order right SP P/N and process trade up to get SO release. Activation licenses with discounts included are replaced on virtual stock.

### ***Option 2: Installation with temporary activations and permanent activation afterwards***

Resellers can use free of charge **15-day demo license bundles** for display and NAV-900

Part Number	Description
93451-91	License, DEMO, Base Hardware, GFX/XCN1060, NAV-900: All Features, 15 Day
93451-92	License, DEMO, Base Hardware, GFX/XCN1260, NAV-900: All Features, 15 Day

This demo license will allow advanced HD installation and calibration before season and to process Trade up afterwards.

**Note:** Always check with the Trimble Store or contact your local Trimble Regional Sales Manager for the most current pricing and part number details.

# 2024 Trade-in Worksheet

## Trade-up Levels for GFX-1060/1260 Displays & NAV-900 Activations

This worksheet identifies the eligible products for participation in the **2024 Trade-Up Program**.  
Orders for SP PN start **23 February 2024**.

Level 1 – Display Activation

\$800 Discount

SP Part Number	Bundle Description	S/P Pricing
		AUD\$
97550-71-SP	Level1 License, GFX-1060/XCN-1060: Software Activation, No Expiry	\$1,300
97551-71-SP	Level1 License, GFX-1260/XCN-1260, Software Activation, No Expiry	\$1,300

<div>Trimble</div> <div><div><div>GFX-750/XCN-1050 (display only)</div></div><div><div>EZ-Guide 500 (DGPS) with AG15 antenna</div></div><div><div>EZ-Guide 250 with patch antenna or AG15 antenna</div></div><div><div>IMD-600</div></div></div>				
<div>ARAG</div> <div><div>Bravo 180/300</div></div> <div><div>Bravo 400</div></div>		<div>CEREA</div> <div><div>Display and Receiver</div></div>		<div>Hexagon</div> <div><div>Ti5 (display and receiver)</div></div>
<div>HPX</div> <div>HPX-200</div> 	<div>John Deere</div> <div>Starfire GS1800</div> 	<div>Leica</div> <div>Mojo Mini/Mini2</div> 	<div>Novatel</div> <div>Novatel receiver (AGCO)</div> 	

## Level 1 – Display Activation *(continued)* \$800 Discount

Outback

SLite



Raven

Cruizer I/II



Teejet

Matrix



Matrix Pro 570 GS  
(with RXA-300)



TopCon

X14



110



Centerline 220



Matrix 840



SGR-1



# Level 2 – Activation | RTX

## \$1500 Discount

SP Part Number	Bundle Description	S/P Pricing
		AUD\$
97550-72-SP	Level2 LicenseBundle, SWActivation, GFX/XCN1060, NAV900,1YR RTX, AllRegion, No Exp	\$4,050
97551-72-SP	Level2 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, 1YR RTX, AllRegion, No Exp	\$4,050

<p><b>Trimble</b></p> <p>GFX-750/XCN-1050) (display only)</p>  <p>AgGPS 252/262 (DGPS)</p> 		<p><b>Ag Leader</b></p> <p>Edge</p> 	<p><b>ARAG</b></p> <p>Delta 80</p> 
<p><b>Hexagon</b></p> <p>Ti5 (display and receiver)</p> 	<p><b>John Deere</b></p> <p>2600 (display only)</p> 	<p><b>Leica</b></p> <p>Mojo 3d</p> 	<p><b>Outback</b></p> <p>S3</p> 
<p><b>Raven</b></p> <p>Envizio Pro I/II</p> 	<p><b>Teejet</b></p> <p>Matrix 908</p> 	<p><b>TopCon</b></p> <p>TopCon 200</p>  <p>TopCon AGI-3</p> 	



# Level 3 – Activation | RTX

## \$2300 Discount

SP Part Number	Bundle Description	S/P Pricing
		AUD\$
97550-73-SP	Level3 LicenseBundle, SWActivation, GFX/XCN1060, NAV900,1YR RTX, AllRegion, No Exp	\$3,200
97551-73-SP	Level3 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, 1YR RTX, AllRegion, No Exp	\$3,200

### Trimble

CFX/FM Lite



FieldManager



AgGPS 442 Receiver


AgGPS 252/262  
(any level)


### AgLeader

Insight



Kinze Vision



### ARAG

Delta 80T



### John Deere

Starfire 3000  
(any level)


### Mueller

TOUCH800  
(TRACK-Guide III)


### ISAGRI

360



### TopCon

AGI-4  
(any level)


X25



### Raven

Viper



Envizio Pro XL



CR7 + 500S





Level 4 – Activation | RTX | EZPilot Pro      \$3100 Discount

SP Part Number	Bundle Description	S/P Pricing
		AUD\$
97550-74-SP	Level4 LicenseBundle, SWActivation, GFX/XCN1060, NAV900, EZPP, 1YR RTX, AllRegion, No Exp	\$4,000
97551-74-SP	Level4 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, EZPP, 1YR RTX, AllRegion, No Exp	\$4,000

<div>Trimble</div> <div>CFX-750 (CNHi FM-750) + IMD</div> <div></div> <div>NavController II/III</div> <div></div>		<div>John Deere</div> <div>Starfire 6000 (any level)</div> <div></div>	<div>AlyNav</div> <div>Full AF100 System</div> <div></div>
<div>CHC</div> <div>Full Guidance System</div> <div></div>	<div>FieldBee</div> <div>Autosteer System</div> <div></div>	<div>FJD</div> <div>Full Guidance System</div> <div></div>	
<div>SunNav</div> <div>Full AG300 System</div> <div></div>	<div>Unistrong</div> <div>Full EAS100 System</div> <div></div>	<div>Wheelman</div> <div>Pro F100</div> <div></div>	

# Level 5 – Activation | RTX | Autopilot

## \$4500 Discount

SP Part Number	Bundle Description	S/P Pricing
		AUD\$
97550-75-SP	Level5 LicenseBundle, SWActivation, GFX/XCN1060, NAV900, AP, 1YR RTX, AllRegion, No Exp	<b>\$8,400</b>
97551-75-SP	Level5 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, AP, 1YR RTX, AllRegion, No Exp	<b>\$8,400</b>

### Trimble

AgGPS-372/382/482  
(any level)



TMX-2050 and TM200  
(DGPS)



FmX Integrated Display  
(CNHi FM-1000)



### Ag Leader

Versa Paradyme RTK



InCommand 800



Integra



### Mueller

TOUCH1200



### AGCO, Raven, or Novatel

Smart 7  
(any level)



### Outback

Max



STS  
(with receiver)



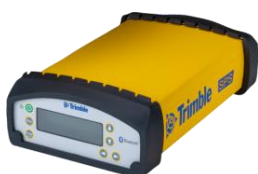
# Level 6 - Activation | RTX | Autopilot

**\$6300 Discount**

SP Part Number	Bundle Description	S/P Pricing
		AUD\$
97550-76-SP	Level6 LicenseBundle, SWActivation, GFX/XCN1060, NAV900, AP, 1YR RTX, AllRegion, No Exp	<b>\$6,600</b>
97551-76-SP	Level6 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, AP, 1YR RTX, AllRegion, No Exp	<b>\$6,600</b>

## Trimble

AgGPS 542  
and RTX unlock



## Dual Track



## Ag Leader

Integra  
and Paradyme RTX



InCommand 800  
and DualTrack RTX



## CLAAS

S10



## John Deere

2600/2630  
(with receiver)



4240/4640 display  
(with receiver)



## TopCon

X30/X35



## Raven

Viper 4



Viper Pro



## Level 7 - Activation | RTX | Autopilot

**\$8000 Discount**

SP Part Number	Bundle Description	S/P Pricing
		AUD\$
Level 7		
97550-77-SP	Level7 LicenseBundle, SWActivation, GFX/XCN1060, NAV900, AP, 1YR RTX, AllRegion, No Exp	\$4,900
97551-77-SP	Level7 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, AP, 1YR RTX, AllRegion, No Exp	\$4,900

## Level 8 - Activation | RTK Unlock

**\$8000 Discount**

SP Part Number	Bundle Description	S/P Pricing
		AUD\$
Level 8		
97550-78-SP	Level8 LicenseBundle, SWActivation, GFX/XCN1060, NAV900, Basic to High Unlock, 1YR RTX, AllRegion, No Exp	\$8100
97551-78-SP	Level8 LicenseBundle, SWActivation, GFX/XCN1260, NAV900, Basic to High Unlock, 1YR RTX, AllRegion, No Exp	\$8100

## Level 7/8 -

**\$8000 Discount**

### Trimble

FmX Integrated Display  
(CNHi FM-1000)  
(with RTK unlock)



FmX Integrated Display  
(CNHi FM-1000)  
and NavController II/III



TMX-2050 (CNHi XCN-2050)  
(with High Accuracy License)



TMX-2050 (CNHi XCN-2050)  
and NavController II/III



CFX-750 (CNHi FM-750)  
(with RTK unlock) and  
NavController II/III



CFX-750  
(CNHi FM-750)  
and NavController II/III



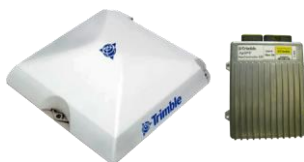
CFX-750  
(CNHi FM-750)  
and RTK unlock



AG-372 (CNHi)  
(with RTK unlock)



AG-372 (CNHi)  
and NavController III



AG-482  
(with RTK unlock)



## Level 7/8 -

**\$8000 Discount** *(continued)*

### Ag Leader

InCommand 1200 and DualTrack RTK



### CNHi

Pro600/700 and  
AgGPS 252/262/372  
(any level)



### John Deere

G5 universal display + SF 6000/SF 7000 (any level)



### TopCon

X30/X35 (with receiver)



### Raven

CR12  
(with receiver)



Viper 4  
(with receiver)





# Proof of Destruction

## PROCESS AND EXAMPLES

This document describes how resellers or OEMs can decommission Trimble® products in the field, and provide proof of Destruction In Field (DIF), as an alternative to returning products to Trimble.

### Process

This process should only be used if authorized by Trimble as part of a regional Warranty, Service, or Trade In program. If products are destroyed without instruction or authorization from Trimble, the reseller will be responsible for the cost or repair.

1. Locate the serial number label of the product to be destroyed. **Take care not to damage or deface in any way the serial number.** A clear photograph of the number will be required at the end of the process.
2. Use a hand grinder or drill to cut into the sealed unit or connectors in such a way as to render the product unusable and beyond repair. The damage to the unit should be adjacent to the serial number label such that both can be seen in a single photograph. See below for examples.
3. Take a photograph of the serial number and the damage. Make sure that the numbers are in focus and can be clearly read.

4. Save the photograph to your computer and give them a name that describes the product and the serial number, such as <name>\_<serial #>.\* For example:

Ag252\_5432E12345  
CFX750\_3425E34512

5. Photographs can be sent as JPEG or as PDF format. The resolution of the photograph should be at least 1024x768 pixels, and the serial number **must** be legible.

### Audit Provisions

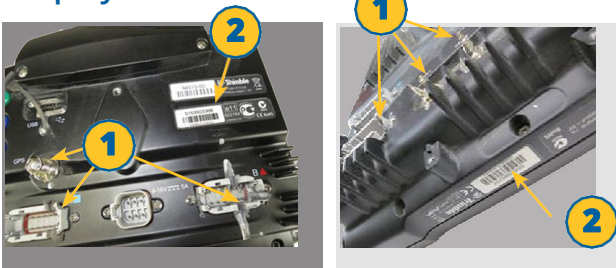
Destroyed products should be retained for 30 days after submitting the necessary photograph. Trimble retains the right to audit any destroyed-in-field claims within 30 days.

After 30 days, you are permitted to dispose of the product without any further approvals.

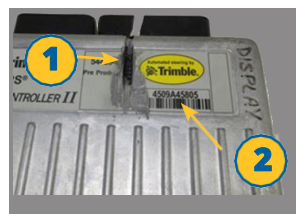
## Examples

**Dispose of the product in a safe and environmentally acceptable way.**

### Display

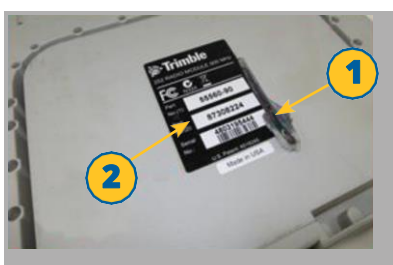


### Controller



- 1 Cut or drill into the connectors, housing, internal circuit board
- 2 Serial | Model Number

### Receiver



### Modem

