

SALES BULLETIN

October 2024
PTx TRIMBLE RESELLER CONFIDENTIAL

PROGRAM START: 01 October 2024

PROGRAM END: 31 December 2024

REGION: Australia, New Zealand

PTx Trimble Financial Services: Australia & NZ Finance Program Q4 2024

PTx Trimble Financial Services has introduced the **PTx Trimble Ag Finance Program** for customers in Australia and New Zealand through **31 December 2024**.

Program Highlights

- Applies to PTx Trimble Agricultural Equipment including WeedSeeker®.
- Minimum transaction size is **\$10,000 AUD / NZD**.
- Additional requirement for assets financed over **\$50,000 AUD / NZD**.

Amount	Term	Finance Rate
\$10,000+	12 months	0.00%
\$10,000+	24 months	1.50%

Note: For any asset over \$50k where it is being fitted into or onto another piece of equipment, the invoice **must** contain the words:

To be fitted to Year ____ Make ____ Model ____ Description ____ Serial or VIN ____

In order for PPSR security check to be completed prior to settlement ensuring that PTx Trimble AGCO Finance has clear title to the goods financed.

- Monthly repayments, no deposit necessary (unless specified in approval documentation)
- No GST back required (repayments are the same for all months)
- Document fee:
 - \$430 AUD
 - \$350 NZD

Note: Always confirm with your local PTx Trimble AGCO Finance commercial representative. Exclusions apply.

- All applications must be submitted and approved by **31 December 2024**. (This date will be indicated on all program advertising.) Follow the updated instructions in [How to Submit and Process a Finance Quote](#).

Program Participation Requirements

All eligible PTx Trimble Ag and WeedSeeker distributors, resellers, and retail partners must have signed a AGCO Finance dealer agreement to participate in the *Ag Finance Program Available for Australia and New Zealand*. Only approved retail partners will be eligible to participate.

How to Submit and Process a Finance Quote

The process has been updated - Read each section carefully!

1. Prepare Finance Quote

Produce a finance quote via the PTx Trimble AGCO Finance online quoting portal (*recommended*).

Note: A finance quote can still be processed via email by your regional [PTx Trimble AGCO Finance representative](#).

PTx Trimble reserves the right to reject finance requests if over \$100,000.

2. Customer Completes Financing Application Form

To participate in the program, customers must complete the financing application form, which is provided to them by the dealer.

3. Dealer Submits Form to PTx Trimble AGCO Finance

Dealer sends the completed form to **PTx Trimble AGCO Finance** (anz@agcofinance.com) along with customer identification and the signed quote. In some instances, additional information may be required by PTx Trimble to confirm eligibility.

***There may be consequences for quoting non-approved equipment or soft costs.
It is very important to ensure you know what equipment is eligible for this program.***

4. PTx Trimble AGCO Finance Provides Approval

Successful finance approvals then follow the required processes as provided by PTx Trimble AGCO Finance.

Note: For any asset over \$50k where it is being fitted into or onto another piece of equipment, the invoice **must** contain the words:

To be fitted to Year ____ Make ____ Model ____ Description ____ Serial or VIN ____

In order for PPSR security check to be completed prior to settlement ensuring that PTx Trimble AGCO Finance has clear title to the goods financed.

Program Details

The PTx Trimble Ag Finance Program applies to **new** equipment only. You can order new equipment from PTx Trimble, or you can take the equipment from your inventory. PTx Trimble Extended Warranty can be included.

This program may not be used in conjunction with other PTx Trimble discount programs.

Note: Contact PTx Trimble AGCO Finance for clarification on term pricing exceptions. Refer to [contact details](#) below for Australia and New Zealand AGCO Finance representatives..

This program is available only through PTx Trimble AGCO Financial Services and its approved lending partners. All applications are subject to credit approval and the customer is responsible for all applicable taxes. Rates are subject to change. PTx Trimble reserves the right to change or terminate this program at any time.

Note: Tax laws vary. PTx Trimble Financial Services' funding partner will add, and the customer shall be responsible to pay all applicable taxes.

PTx Trimble will not subsidize any non-PTx Trimble products, including shipping, freight, installation, training, taxes, trade-ins, etc. DEALER MUST IDENTIFY NON-PTx TRIMBLE/PTx TRIMBLE PRODUCT ON THEIR INVOICE TO PTx Trimble AGCO Finance. LACK OF PTx TRIMBLE IDENTIFIED PRODUCT MAY RESULT IN LONGER FUNDING TIME-FRAMES.

Non-PTx Trimble products and services must be identified on the dealer invoice.

Note: Only PTx Trimble products are eligible for the low-rate finance product. If allied equipment is being purchased in addition to PTx Trimble branded products, please contact AGCO Finance to arrange a blended finance quote.

Exclusions

- Dealer add ons (install charges, training)
- Third-party, non-PTx Trimble products (for example Tait radios, spray booms)
- Service items
- Refurbished equipment
- Wholesale invoicing (This is an end user program ONLY)
- Non-PTx Trimble branded products
- Non-PTx Trimble channel branded products

Note: Generally, if it can be ordered on the PTx Trimble Ag Reseller Store, then you can include it in the finance quote. Contact your Regional Sales Manager to confirm.

Contact the appropriate PTx Trimble AGCO Finance representative below to request a blended rate across PTx Trimble subsidized and non-subsidised equipment.

FAQs - Finance Program 2024

How does my customer apply for financing and how do I submit deals to AGCO Finance?

Customers apply for financing by completing our application form which is provided to them by the dealer. Once completed, the form is sent to anz@agcofinance.com along with customer identification and the signed quote for the application to be submitted. Once approved, the dealer will be advised what information is still required to settle the deal and the customer will be sent an agreement to sign electronically via DocuSign®.

How do I complete a quote?

We use the same quoting portal as DLL; so, if you have an existing login, then you will be able to continue as normal. Sales staff that don't have a login need to be set up with access – this can be requested via your local PTx Trimble AGCO Finance account manager.

Will you finance installation charges or freight?

Finance installation charges and freight **are not financed** on any PTx Trimble programs.

Why is the rate on my quote higher than the published PTx Trimble program rate?

Only qualified PTx Trimble components will qualify for Program Rates during the published promotional periods. See the PTx Trimble Finance Program for more details on qualifying equipment. Any non-qualifying equipment will receive the published AGCO Finance Standard Rate, which can generate a blended rate.

How do customers sign the agreement?

Customers can sign their agreement electronically using eDocs (powered by DocuSign®). These will be sent to your customer once the deal is approved and close to settlement. They will still need to fill in an application form first to apply for the finance.

For More Information

If you have any questions around product eligibility please contact your local PTx Trimble Ag RSM. For further details related to the finance portion, contact your local PTx Trimble AGCO Finance representative:

Australia	New Zealand
<p>Rick Helman from AGCO Finance Australia: VIC, SA, NT & WA Email: rick.helman@dllgroup.com Phone: +61 482 189 170</p> <p>Jeremy Fraser from AGCO Finance Australia: East VIC, QLD & NSW Email: jeremy.fraser@dllgroup.com Phone: +61 429 155 152</p>	<p>Tatenda Kurewa from AGCO Finance New Zealand: Email: tatenda.kurewa@dllgroup.com Phone: +64 21 342 808</p>