



# Marcoms Bulletin

**No. MB647**

## **Subject: IFR 4000/ IFR 6000/ IFR 6015 Trade-in Program Offer Extended**

Aeroflex is extending its trade-in program offer for the IFR 4000 and IFR 6000/ 6015 instruments. Older Aeroflex equipment and similar competitors' equipment will be taken in on trade for the sale of new IFR 4000s or IFR 6000/ 6015s. All equipment must be returned to an authorized Aeroflex facility. The intent of the program is to provide a sales tool to help negotiate the closing of an opportunity and generate incremental sales. The trade-in program may also be used as an incentive for any sales opportunity.

**Program Start Date:** 1 October 2009

**Program End Date:** 31 March 2010

### **Program Requirements:**

- ❑ One unit purchase, one unit trade-in, no limit per order.
- ❑ Maximum distributor discount or representative commission is 10%.
- ❑ Schools and educational centers will not receive additional discount.
- ❑ Must have the model number and serial number of trade-in unit at time of order.
- ❑ Customer is responsible for returning trade-in unit to an authorized Aeroflex facility.
- ❑ For non-stocking distributors, trade-in discount will be taken at time of order. Distributor will have 30 days to return trade-in unit to an authorized Aeroflex facility. The distributor will be invoiced for the trade-in discount if the unit is not returned in the 30 day timeframe.

### **Additional Information:**

- ❑ Factory service centers will notify customers of trade-in program prior to performing repair or calibration on qualified equipment.
- ❑ Trade-in program will only be offered one time during this fiscal year.

### **IFR 4000**

<b>Manufacturer</b>	<b>Model Number</b>	<b>Trade-In Amount</b>
Aeroflex	NAV-402AP	\$3500
Tel-Instruments Corp	T-36x	\$3000
Aeroflex	NAV-401x	\$2000
Tel-Instruments Corp	T-30x	\$2000

**IFR 6000/ 6015**

<b>Manufacturer</b>	<b>Model Number</b>	<b>Trade-In Amount With Purchase of S/W Option</b>	<b>Trade-In Amount Without Purchase of S/W Option</b>
Aeroflex	ATC-601	\$3500	\$2000
Tel-Instruments Corp	TR-220	\$3500	\$2000
Tel-Instruments Corp	TR-100	\$3500	\$2000
Tel-Instruments Corp	AN/APM-480x	\$3500	\$2000
Tel-Instruments Corp	T-47x	\$3000	\$2000
Tel-Instruments Corp	T-49x	\$3000	\$2000
Aeroflex	TCAS-201	\$2500	\$1500
Aeroflex	ATC-600x	\$2000	\$1000

Thank you for your continued efforts in promoting Aeroflex products.

**Brian Schirer**  
**Business Development Manager**  
**Avionics**

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