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Trimble Navigation Q2 2007 Earnings Call Transcript

Question-and-Answer Session

Operator

[Operator Instructions]. Your first question comes from Bill Benton from William Blair.

William Benton - William Blair & Company

Hi, afternoon guys. Congratulations on a strong quarter. You didn't give us full year guidance. I know that's because it implies probably the fourth quarter, but is an event should we ignore the current full year guidance out there?

Rajat Bahri - Chief Financial Officer

Yes, I mean, Bill, if you take our first three quarters and take assumption in fourth quarter, it clearly implies that we will be above the \$1.07 to \$1.09 guidance that we had given in the previous call.

William Benton - William Blair & Company

Okay. You don't want to give a full year number, but you just take the old number [ph].

Rajat Bahri - Chief Financial Officer

That's right.

William Benton - William Blair & Company

And then if you could just talk about, obviously, the new products seem to have a particularly notable impact in the ag segment this quarter. I know you've got some new products in survey as well. Could you just talk about some of the new product impacts? If you could give us a little more color around there, then also the health of the channels.

Steven W. Berglund - President and Chief Executive Officer

Sure. As far as new products, I think the standout product in the quarter was this EZ-Guide 500 which was the new Lightbar product from agriculture. So that added a lot of boost to ag results in the quarter without a doubt. At the same time, there are other factors at work in ag. The economy, the farm economy is stronger than it's been for some time and there is probably more enthusiasm in the farm economy than there has been maybe ever. Ethanol and others have been contributing factors. At the same time, as our underlying baseline products called the EZ-Steer as well as the Autopilot, the high-end product are also doing very well. So it is actually a multi-faceted play here. But certainly

what added luster to the quarter was the EZ-Guide 500. There were a number of new or relatively new products in the quarter, the new scanning Total Station in survey did not have necessarily a material... much of a material impact on the quarter. It's still relatively early days and still is getting in the ramp-up process. GIS products are relatively new and they added some luster to that line this quarter.

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