

## Re: Target price?

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- *From:* "martin.shoebridge" <[ms@xxxxxxxxxxxxxx](mailto:ms@xxxxxxxxxxxxxx)>
  - *Date:* Thu, 11 May 2006 20:05:30 GMT
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Try half of Digikey's 100 off price.....

"Bo-Ming Tong" <[cyberstudio@xxxxxxx](mailto:cyberstudio@xxxxxxx)> wrote in message  
[news:1147369226.315179.109690@xx](mailto:news:1147369226.315179.109690@xx)

I am founding a new company which makes some gadget and I just called avnet trying to source one tape&reel of microcontrollers. The rep asked me the "target price", which as a newbie, I don't know how to handle that question. I know the digikey prices but what would I expect from other distributors? Are there practical tips on how to haggle? Thanks.